Austria	Sch 18	Indonesia	Rp 2500	Portugal	Esc 75
Bahrain	Din 0.650	Italy	L 1100	S. Arabia	Rls 6.00
Belgium	BFr 38	Japan	Y560	Singapore	S$ 4.10
Canada	C$2.00	Jordan	Fils 500	Spain	Pts 100
Cyprus	Mils 600	Kuwait	Fils 500	Sri Lanka	Rup 30
Denmark	DKr 7.25	Lebanon	L£ 6.00	Sweden	SKr 6.50
Egypt	E£1.00	Luxembourg	LFr 38	Switzerland	Fr 2.00
Finland	Fmk 5.50	Malaysia	Rm 4.25	Taiwan	NT $85
France	FFr 6.00	Mexico	Pes. 300	Tunisia	Din 0.600
Germany	DM 2.20	Morocco	Dh 6.00	Turkey	L 160
Greece	Dr 60	Netherlands	Fl 2.50	U.A.E.	Dh 6.50
Hong Kong	HK$ 12	Norway	NKr. 6.00	U.S.A.	$1.50
India	Rup. 15	Philippines	Pes. 20		

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FINANCIAL TIMES

EUROPE'S BUSINESS NEWSPAPER

No. 29,249

Friday February 17 1984

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Back to square one in Lebanon, Survey, Pages 9-14

NEWS SUMMARY

GENERAL

Tehran launches major attack

Heavy fighting raged in the Gulf war for much of yesterday with Iran claiming to have broken through Iraqi defences at the start of what Tehran radio called a "massive offensive."

A big Iranian offensive had been expected for several weeks and follows five days of fierce cross-border fighting.

Iran said it was attacking along a 100-mile front from Mehran, east of Baghdad, south of Delhoran. **Page 20**

Angola commission

South Africa and Angola have set up a joint commission, which may also involve the U.S., to monitor the ceasefire in the Namibian border war. **Page 20**

Violence in Punjab

A paramilitary soldier was killed and another wounded in a grenade attack by Sikh terrorists in India's troubled Punjab state. Curfews in six cities were extended.

Strikes hit Italy

Italy experienced protest strikes, demonstrations and blocked motorways and railways yesterday as trade unionists protested for the third consecutive day against a government cut in wage indexation. **Page 2**

Castro visits Spain

Cuban leader Fidel Castro, returning from the Moscow funeral of late Soviet Premier Yuri Andropov, turned a technical stopover at Madrid airport into a first visit to a Western European country. He lunched at the official residence of Spanish Prime Minister Felipe González, who met him at the airport. **Page 2**

SA election results

South Africa's ruling National Party lost a by-election to the extreme right-wing Conservative Party in Soutpansberg, northern Transvaal, one of the most reactionary areas in the country. The election was seen as a test of sentiment after recent reforms which gave Indians and people of mixed race limited parliamentary representation. **Page 3**

Nuclear accident

At least 12 were injured, one critically, when the earth collapsed after a nuclear blast at a U.S. underground test site 93 miles north-west of Las Vegas. An Energy Department official said no radiation escaped.

Priest disciplined

Polish primate Cardinal Jozef Glemp moved Solidarity supporter Father Mieczyslaw Nowak, who attacked communist rule from his pulpit, out of his working class Warsaw parish to the country.

Pope's Benelux tour

The Pope will visit Belgium, the Netherlands and Luxembourg in May next year, Belgium's Roman Catholic episcopate announced.

Monkeys reprieved

Malaysia, a major supplier of monkeys for scientific research, has banned exports for five years after hearing that they were being used in the U.S. for nuclear and chemical warfare experiments rather than for medical research.

Downhill victories

Bill Johnson of the U.S. and Michela Figini of Switzerland won the men's and women's downhill championships at the winter Olympics

BUSINESS

Britain to keep lid on spending

BRITISH GOVERNMENT announced public spending plans which showed it is determined to allow almost no increase in real terms in the next three years. **Page 20**

DOLLAR rose in London to DM 2.676 (DM 2.673) and FFr 8.24 (FFr 8.23), but slipped to SwFr 2.195 (SwFr 2.2) and Y232.85 (Y233.25). Its trade weighted index fell to 128.4 (128.9). In New York it closed at DM 2.677; FFr 8.235; SwFr 2.189 and Y233.7. **Page 39**

STERLING rose 25 points in London to close at $1.445 and to DM 3.87 (DM 3.8575) and FFr 11.905 (FFr 11.87). It was unchanged at SwFr 3.175 and Y336.75. Its trade-weighted index was 82.1 (81.8). In New York it closed at $1.447. **Page 39**

GOLD fell $¾ to $384 in London. In Frankfurt it closed at $384 ($383¼) and in Zurich at $384½ ($383¼). In New York the Comex February settlement was $383.4 ($381.5). **Page 38**

WALL STREET: Dow Jones industrial average closed 3.77 down at 1,154.94. **Report, Page 29, full share listings, Pages 30–32**

LONDON: FT Industrial Ordinary index closed 1.3 up at 817.9 after quiet trading. **Report Page 33, FT Share Information Service, Pages 34–35.**

TOKYO: Nikkei Dow index rose 4.99 to 9897.15 and the Stock Exchange index was 1.21 up at 765.72. **Report Page 29, leading prices, other exchanges, Page 32**

BANK LENDING to the private sector in the UK totalled £1.28bn in January, down from £1.75bn in December, but showing some acceleration from levels in the second half of last year. Most demand for credit still appears to be from the personal sector.

U.S. M1 rose $2.5bn to $532.9bn in the week ending February 6. The figure reflects new seasonal and benchmark revisions. Release of the data has reverted to Thursdays from Fridays. **Men and Matters, Page 18.**

DANSKE BANK, Denmark's biggest commercial bank, increased net profits from DKr 517m ($51.6m) to DKr 1.67bn. **Page 22**

JAPANESE Foreign Ministry said relations with the European Community had been given a new dimension by radical EEC proposals for tacling Japan's swelling balance of payments surplus. **Page 20**

BRAZIL is preparing a new letter of intent to the International Monetary Fund and a formal request for a "waiver" for its failure to meet certain IMF set targets at the end of last year. **Page 4**

IVAN HERSTATT, the founder and chairman of the Cologne private bank which collapsed in June 1974, was yesterday convicted of fraud and sentenced to 4½ years in jail. **Page 2**

DAIMLER-BENZ, the West German motor vehicle maker, confirmed it will report "satisfactory" profits for last year as a result of increased car sales, despite problems in truck markets. **Page 22**

DOW CHEMICAL, the second biggest U.S. chemicals group, plans to sell a 50 per cent stake in its Dowell oilfield services group to Schlumberger, the major U.S. oilfield services and electronics group, for $440m. **Page 22**

ALLIANZ Versicherung, West Germany's biggest insurance concern, says it is a long way from a final decision on whether to buy the insurance business of Armco, the diversified U.S. steel and energy group. It puts the odds that a deal with Armco will be reached at about 50–50. **Page 21**

Gemayel makes concessions in peace bid

BY REGINALD DALE IN WASHINGTON AND PATRICK COCKBURN IN BEIRUT

LEBANESE President Amin Gemayel has signed an eight-point peace plan that would allow him to stay in office in exchange for significant concessions to the Moslem opposition forces that have brought him under increasingly severe military pressure in the past few days, Reagan Administration officials said in Washington yesterday.

The main concession was said to be Mr Gemayel's abandonment of the Lebanese-Israeli force withdrawal agreement of May 17 last year, which has been one of the centrepieces of U.S. policy in the Middle East.

Other provisions of the Saudi-sponsored plan were reported to include new attempts at reconciliation between the country's warring factions; agreement in principle on the simultaneous withdrawal of Syrian and Israeli forces; and the replacement of the multinational force in Beirut by UN peacekeeping forces within three months.

U.S. officials said the plan had been accepted by Mr Gemayel on Wednesday and was being put yesterday to the Syrian Government for approval. It was believed in Washington that the Moslem factions opposed to Mr Gemayel would agree to the plan if the Syrians accepted it.

The White House said it would make no final judgment on the plan's merits until it had "gone the rounds" in the region. But Mr Larry Speakes, the White House spokesman, said the Administration "had problems" with some of its elements.

Syria and its allies in Lebanon have demanded the complete abandonment of the agreement before they were prepared to negotiate with Mr Gemayel. After two disastrous weeks, the balance of power in Lebanon has so swung against President Gemayel that he appears to have felt that he had no option but to accept the Saudi terms. His concessions may have come too late, however.

Part of the Lebanese army has mutinied; the west of Beirut is in the hands of President Gemayel's opponents; and in the last few days, army units disintegrated as Druze militiamen launched a new offensive.

The Druze yesterday captured the town of Damour, south of Beirut, and were mopping up Lebanese and Christian militia units defeated in the hills skirting the capital.

If the Saudi plan is rejected by Syria and its powerful Moslem allies in Lebanon, President Gemayel will have to face an escalation in the war. He has been criticised by diplomats for offering concessions too late to conciliate his opponents and after they have already taken by force what they had previously asked for.

In a statement to the UN Security Council, the U.S. affirmed yesterday that it was ready to begin negotiations on the creation of a UN force to replace the U.S., French and Italian troops in Beirut. Britain also supported the proposal.

Mrs Jeane Kirkpatrick, the U.S. ambassador to the UN, said the U.S. would set no preconditions but wished the UN force to be deployed throughout Lebanon.

However, UN officials doubted whether the force could be put together quickly and believed it might be weeks before the French proposal won the approval of the Security Council.

● **David Lennon writes from Tel Aviv:** Israeli armoured patrols moved north of the Awali River yesterday to keep a close eye on developments along the coastal highway south of Beirut.

The Israelis are particularly concerned that the Palestinians may try to re-establish themselves in Damour and other villages along the coast from which they were driven in fierce fighting during the Israeli invasion of June 1982.

According to reports reaching Israel, the Palestine Liberation Organisation has already moved into at least two Sunni Muslim villages within five miles of the Awali River.

Israeli officers yesterday warned that they would take whatever action was necessary to prevent the PLO from setting up new bases in the coastal strip or within the area vacated by Israel last September.

Prof Moishe Arens, the Defence Minister, said recently that if the Druze and Shia forces in Lebanon aided the PLO in its fight against Israel, then "Israel will have no choice but to react."

Iran offensive, Page 20; Survey, Pages 9–14

Brussels increases minimum EEC steel prices by 2%

BY PAUL CHEESERIGHT IN BRUSSELS AND IAN RODGER IN LONDON

BASIC STEEL prices in the European Community are set to rise by at least 2 per cent in the second quarter because of improving markets and the unexpected success of the minimum price system introduced by the European Commission at the beginning of the year.

The Commission said yesterday that the mandatory minimum prices on hot-rolled products would go up an average of 2 per cent on April 1.

The minimum for hot-rolled coil, for example, is to go up by about DM 20 per tonne to DM 760 ($284) per tonne.

Producer prices are likely to rise more significantly in some products and markets.

The British Steel Corporation, for example, said that it expected its prices for hot-rolled products to be, on average, 3 to 5 per cent higher on April 1 than they were on January 1, as a result of reducing discounts and raising list prices.

The Commission also announced higher production quotas for the second quarter because of improving markets, but said that the medium-term demand outlook for EEC steel was worse than previously forecast.

A new study suggests that even after removal of 26.7m tonnes of capacity scheduled for closure by the end of 1985, the Community's steelmakers would be operating at only 70 per cent of capacity in 1986.

Both the Commission and the major steel producers have been surprised by the early success of the mandatory minimum price system. It was brought in following the sharp decline of prices last autumn, especially in West Germany.

West German prices, which have a strong influence on all EEC markets, had to rise by 7 to 14 per cent to reach the Commission's minimum levels, but this has largely been achieved. British producers, which enjoy some insulation from continental European price pressures, only had to raise their prices by about 2 per cent to reach the minimum. BSC is believed to have realised prices above the minimum levels for most of the first quarter.

There is considerable confidence that the new minimum prices will hold, although some concern is being expressed in Brussels about the French market, which is not showing many signs of recovery.

Representatives of steel consumers were taken aback by the Commission's move, believing they had an understanding that the minimum prices would be imposed for only a short time and not increased.

Even after the minimum price increases, EEC steel prices will lag behind Japanese and U.S. prices by about 5 and 15 per cent respectively.

BSC said its price increases would exceed 5 per cent in a few products and markets where price erosion had been most severe. These included the stockholder market and some hot strip products. Prices of galvanised sheet would go up more than 3 per cent because of recent rises in zinc prices.

BSC said its prices would still be lower than they were early last year, and it would be looking for further increases later this year. Moreover, costs were still rising more quickly than prices, so the corporation's losses, now running at about £2.5m per week, would not be reduced much by the latest price increases.

Andrew Whitley writes from Rio de Janeiro: High-level talks on limiting Brazil's fast-growing steel exports to the U.S., on the lines of the pact reached last year between the EEC and the U.S., were due to open in Washington yesterday.

Advance shots from both sides emphasised the wide gap between them on what would constitute a mutually acceptable quota for 1984. On the eve of the negotiations, it was predicted in Rio that they would be "protracted and difficult."

Sr Tarcisio Marciano da Rocha, a senior Finance Ministry official, said Brazil would be seeking a quota of 1.2m tonnes, 25 per cent above the record level of steel exports to the U.S. it achieved last year.

This suggestion was immediately rejected by Mr Diego Acensio, the U.S. ambassador to Brazil, as unacceptably high Mr Acensio said that if Brazil were to achieve a quota of between last year's 900,000 tonnes and its sought-for 1.2m tonnes it would have obtained "a very good deal."

U.S. officials had earlier suggested that a top limit of 500,000 tonnes would be more appropriate for 1984.

The U.S. is Brazil's leading steel customer and the Brazilians had been hoping to boost earnings in that market from last year's $420m to $700m in 1984. Brazil is, in turn, responsible for about 5 per cent of U.S. steel imports.

Cosipa, part of the state-owned Siderbras group, has suspended its exports of heavy plate to the U.S. following the imposition of a temporary import deposit of slightly over 100 per cent.

EEC PRODUCTION QUOTAS
(by quarter, '000 tonnes)

	3/1983	4/1983	1/1984	2/1984
Ia. Hot-rolled coils	3,881	3,963	3,963	4,223
Ib. Hot, cold-rolled sheet	3,366	3,320	3,320	3,665
Ic. Galvanised sheet	842	849	828	884
Id. Other coated flat products	657	718	697	826
II. Reversing mill plate	1,118	1,116	1,116	1,202
III. Wide beams, sections	1,175	1,230	1,133	1,152
IV. Wire rods	2,220	2,323	2,399	2,561
V. Reinforcing bars	1,770	1,822	1,761	1,724
VI. Merchant bars	2,196	2,103	2,174	2,200

Bid to avert EEC disintegration, Page 4; Spanner in U.S. steelworks, Page 21

U.S. regulations stifle computer trade, says ICL

BY CHRISTIAN TYLER, WORLD TRADE EDITOR, IN LONDON

THE U.S. appears to be trying to impose worldwide control over trade in high technology, according to an internal report by ICL, the leading British computer company.

The report accused U.S. authorities of using their far-reaching export control powers, ostensibly designed to stop strategic equipment and knowhow reaching the Soviet bloc, in such a way as to stifle trade and in some cases to maintain America's technological lead over other countries.

It identified what it called a "serious triple threat" to high-tech companies outside the U.S. Exports from the U.S. were being "severely and often indiscriminately" restricted; the U.S. market was virtually closed to non-U.S. companies; and the U.S. was pressing, through the General Agreement on Tariffs and Trade, for other countries to open their markets further to American companies.

It said that licences were increasingly being applied to people as well as computer hardware and software. ICL had to obtain U.S. export licences to cover knowledge carried in the heads of American engineers it employed.

Warning of "growing technological imperialism by the United States," the report's most important conclusion is that Britain must reduce its strategic dependence on U.S.-controlled technology and stimulate its native industry.

ICL confirmed yesterday that it had made a study of trade in technology but had never published it. The substance had, however, been discussed recently with the Department of Trade and Industry.

A spokesman said the report could not be quoted as representing ICL's views. "We are not prepared to discuss what we have actually said to the Government or what they have said to us. But, in common with other companies exporting to Comecon countries, ICL has experienced significant delays and technical restrictions in obtaining U.S. authority for the export of British-made computer products which incorporate American components."

Evidence contained in the ICL report helps explain why the UK Government is again challenging the reach of U.S. export and other laws into British sovereignty. Mr Norman Tebbit, Trade and Industry Secretary, and Whitehall officials, raised the issue last week in Washington.

Trade in high technology is also the subject of a debate in the House of Commons today on a motion by Mr Don Dixon, Labour MP for Jarrow.

The Department of Trade and Industry said last night it was aware of the ICL report as a "thinkpiece rather than a position paper." It probably was not directly referred

Continued on Page 20

Renault trucks 'to cut 3,750 jobs'

BY PAUL BETTS IN PARIS

RENAULT Vehicules Industriels (RVI), the large but heavily loss-making subsidiary of the French state-owned Renault car group, wants to cut its workforce of 26,944 by 14 per cent (3,750) to 23,194.

The truck company is due to announce its job reduction proposals next Tuesday during a central works committee meeting in Lyons. The figures were leaked yesterday by the pro-Socialist CFDT labour confederation.

The CFDT was the union which adopted the most militant stance during the recent fierce labour dispute over the job cuts and redundancies at the private Peugeot car group's Talbot plant at Poissy, near Paris.

The RVI job reduction programme is to be announced on the same day as the Renault car division will also address its central works committee on a restructuring programme.

M Bernard Hanon, the Renault chairman, held talks about the company's jobs problem with M Pierre Mauroy, the Socialist Prime Minister, on Tuesday, but claimed that Renault would not make any redundancies.

The group is understood, however, to be seeking about 10,000 job losses in the car division during the next three years. This division employs about 103,000 people.

Renault is hoping to make these cuts through a combination of early retirement, incentives for immigrant workers to return home and other so-called "soft" options.

The problems at Renault's truck subsidiary appear to be far more pressing for the group, however. The truck division is again expected to put Renault heavily into the red with losses of more than FFr 1bn ($122m) in 1983. RVI is estimated to be losing FFr 200m a month, although the division has recently had an upturn in the U.S. market. Renault now owns 45 per cent of the U.S. Mack Trucks concern.

Renault's planned job cuts come at a delicate time for the French

Continued on Page 20

Honda to study UK plant, Page 8

Insurance men 'paid in secret'

By John Moore, in London

A FORMER main board director of Sedgwick Group, Britain's largest insurance broker, and a former employee received secret payments from an underwriter who is alleged to have misappropriated at least $57m from more than 1,000 Lloyd's underwriting members.

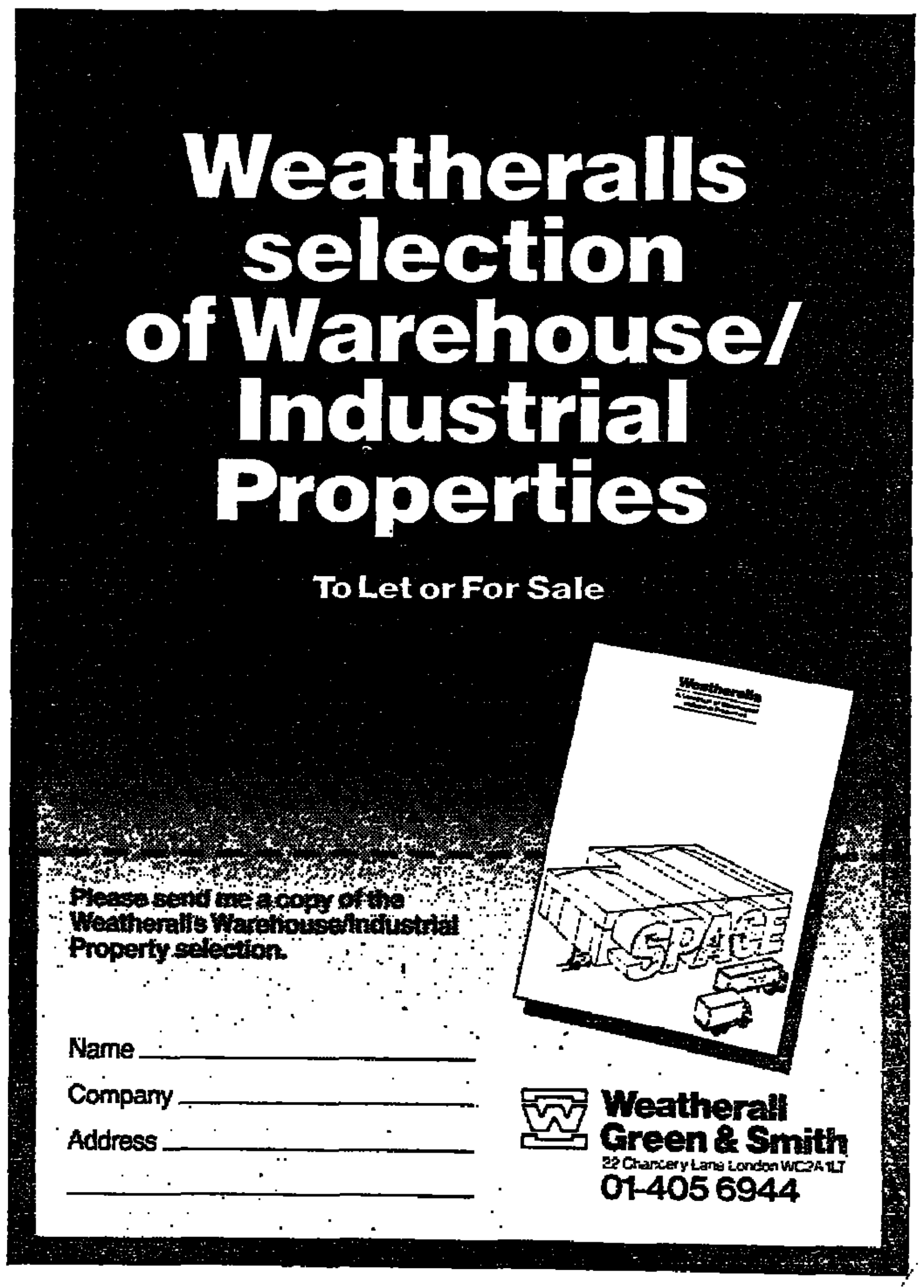
The two men were named as Mr Michael R. Adams, a director of the group who retired in June 1982, and Mr Geoffrey F. Naude, a broker at Sedgwick who resigned on Wednesday night.

Both men received payments from an offshore settlement called Cafix which was set up to receive money secretly from Lloyd's insurance syndicates under the management of companies controlled by Minet Holdings, another large insurance broker.

Cafix, and a range of settlements, were set up to benefit privately Mr Peter Cameron-Webb, Mr Peter

Continued on Page 20

Minet still missing $17m, Page 21



CONTENTS

UK hopes road to St George's Hall, Moscow, will bring wider contacts

BY ANTHONY ROBINSON

THE DEATH of Mr Yuri Andropov brought Mrs Margaret Thatcher to Moscow much sooner than she had anticipated. But when the news came she seized the opportunity with the same enthusiasm with which she grasped the hand of the new leader, Mr Konstantin Chernenko, this week in the Kremlin's glittering St George's Hall.

It provided the ideal opportunity to inform the Soviet leaders directly of the essence of one of the most thoroughgoing reviews of British East-West policy ever undertaken.

The decision to undertake the review was initiated by Sir Geoffrey Howe immediately after the Government's return to power last June. Its starting point was recognition of the fundamental difficulties of dealing with a great power founded on military strength and motivated by a revolutionary ideology.

The picture of the Soviet Union which emerged was of a vast country in which economic self-sufficiency went hand in hand with enormous inefficiency; a country with a long tradition of autocratic rule but now suffering from diminishing political sex appeal—both to its own people and world opinion outside. The problems had become more intractable with the growth of Soviet military power, given a new post-war dimension by the existence of nuclear weapons.

The review, which covered economic, military, foreign affairs and other aspects, took advice from experts outside government. The basic conclusions, reached in the autumn, were not vitiated either by the Korean aircraft disaster or the Soviet walkout from the intermediate nuclear force (INF) talks in Geneva.

The policy decision to change tack and press for a more constructive relationship with the Soviet Union was taken nearly six months ago and signalled in a series of speeches. Mrs Thatcher's presence in Moscow, however, put the message across directly—not only to the new Soviet leader but also to the Soviet people who had up until now been taught to see her as a vitriolic, anti-Soviet shrew. She made a great impression on Soviet TV.

The fundamental lines of the new approach reflect, firstly, a desire to cut down the risk of mutual miscomprehension through more direct contacts, at several levels.

The second theme was recognition that arms control talks alone were too narrow a basis for contacts. "The whole patient had to be taken into account, not just the worst symptoms," as one official said.

Given the Soviet Union's geographical position and world power interests it was also considered sensible to discuss regional issues like the Middle East, the Gulf, Central America and southern Africa.

The British Government clearly believes it is merely common sense to recognise the Soviet interest in what happens in the Middle East, an area which, as the Soviets never tire of pointing out, lies close to their southern border.

This is not a view widely held in Washington which has sought to keep the Soviet Union out of the area since the Camp David agrements of 1977, with results now clear to all.

The Soviet Union's main aim is to have its interests recognised by reconvening the 1973 Geneva conference on the Middle East and playing a co-chairman role with the U.S.

Whitehall's conception is more modest, but officials point out that, for example, the Soviet attitude towards replacing the multi-national force in Beirut with a UN force clearly has to be probed and its assent encouraged. The Soviet Union after all has a Security Council veto.

The review recognised the modest nature of UK-Soviet trade, less than 1 per cent of the UKs total trade, but something worth encouraging, so long as financial prudence and strategic interests were preserved.

Looking slightly further afield the review also concluded that the policy of treating East European countries as individual countries with their own national characteristics and interests should continue.

This did not mean ignoring the existence of legitimate Soviet security interests in the region but recognition of the fact that over the longer term countries which see themselves as lying in central rather than Eastern Europe should be encouraged to continue to develop their traditional ties with the Western half of the continent as well as their powerful neighbour to the East.

The review also confirmed that Britain, together with its allies, should continue to insist that Soviet and East European compliance with their treaty obligations to defend and preserve human rights was central to the whole question of trust and co-operation.

If the Soviet Union was ever allowed to treat Helsinki and Madrid as non-events there would be little point of going ahead with negotiations of more direct concern to western security, like arms control talks.

In essence the target of the exercise in deep thinking which preoccupied Whitehall in the second half of last year was how to forge a new relationship, not by Britain alone but by the West as a whole, which was more realistic, both in its analysis of the underlying problems and the estimate of potential gains, than the now discredited policy of detente.

The need for consistency over a lengthy period of time was recognised to be crucial. "We must avoid euphoria followed by disappointment," as a senior official put it.

"We have to learn to live better with each other, understand each other's legitimate security interests and dispel the Soviet fear that the West only wants to negotiate from a position of strength."

Policy has to be compatible both with the nature of the democratic process in the West and the slow pace of change in the Soviet system.

Put into the more homely image of British domestic policy officials point to the slowness and the difficulties the present government has faced in persuading the British electorate to accept, for example, "the virtues of privatising rubbish collection" and returning state enterprise to private hands.

Persuading the Soviet regime to change attitudes and suspicions which in many cases pre-date the revolution will take much longer and face more serious pitfalls. But in a dangerous nuclear world, Whitehall believes, it has to be tried.

Gorbachev emerges as number two in Politburo

MR MIKHAIL GORBACHEV, at 52 the youngest member of the 12-man Soviet politburo, appears to have won the first round in the manoeuvring for position after the appointment of Mr Konstantin Chernenko as the new Soviet leader, Anthony Robinson writes.

An official report of the proceedings of the central committee plenary meetings on Monday which ratified Mr Chernenko's selection showed that Mr Gorbachev formally closed the meeting "on behalf of the politburo."

The report said Mr Gorbachev, summing up the proceedings, said "the plenum has passed in an atmosphere of unity and cohesion . . . questions of the succession of the leadership were solved with a feeling of major responsibility toward the party and people."

This emphasis on the unity of the party behind Mr Chernenko appears to be aimed at countering Western reports of a fierce struggle behind the scenes between the old guard and younger members of the politburo.

To underline the point Mr Gorbachev praised "the unanimous election of comrade Chernenko, and said the plenum gave "full support" to the policy statements contained in Mr Chernenko's acceptance speech.

Soviet Press accounts of the meeting at the time, however, failed to mention Mr Gorbachev's role at the central committee meeting and reported only the speech of proposal by Mr Nikolai Tikhonov, the 78-year-old Prime Minister, and Mr Chernenko's own speech of acceptance. There was no explanation for this discrepancy.

...Publication of the official report strengthens the impression that Mr Gorbachev has emerged as the number two man in the Soviet leadership. The first sign came when he was allotted the honour of flanking Mr Chernenko on the other side of Mr Andropov's coffin during the funeral in Red Square on Tuesday.

Mr Gorbachev, who graduated as a lawyer and then went on to become an agricultural specialist, is the best educated man in the politburo. Mr Andropov appeared to be grooming him for the eventual succession.

UK decides today on emergency session

By Our Brussels Correspondent

THE BRITISH Government will decide today on whether to seek a first-ever emergency session of the European Parliament in a bid to clear away the latest obstacle to the payment to the UK of a £457m budget rebate by the end of next month.

Sir Geoffrey Howe, Britain's Foreign Secretary, is being advised by his top officials to ask for a meeting of Foreign Ministers in Brussels on Monday to lodge a formal request for an emergency session.

This would deliver a formal Parliamentary opinion on the technical regulations governing payment of the rebate to the UK.

Consideration of this unprecedented move is a measure of London's anxiety to avoid having to implement its plans to withhold part of Britain's monthly contributions to the EEC budget if the rebate is not paid during the current British financial year.

However, the European Parliament is unlikely to agree to a special session. Part of its leadership would like to force the UK into breaching EEC law in the belief that Britain's negotiating position will be weakened

The Parliament this week withheld its opinion on the regulations after disputing their contents

If the opinion is delayed until its next plenary session on March 12, it will almost certainly be too late to complete other procedures for transferring the money to London.

FOREIGN MINISTERS PLAN CRUCIAL TALKS

Bid to avert 'disintegration of EEC'

BY JOHN WYLES IN BRUSSELS

EEC FOREIGN Ministers will hold crucial informal talks this weekend in a climate of deep pessimism about the prospects for averting a political and financial catastrophe, which it is feared, could lead to the disintegration of the Community.

A heavy sense of foreboding is permeating all the EEC institutions and has even begun to infect the French Government which, as President of the Council of Ministers, has devoted the past month to trying to lay the ground for a successful summit negotiation in Brussels in just over four weeks.

Several officials confirm that these efforts have created virtually no momentum at all. Most governments have displayed little readiness to alter their positions on the agricultural and budgetary reform issues on which the Athens summit foundered in December.

It is thought essential, therefore, for the Foreign Ministers to make some progress at their meeting at Celle St Cloud, just outside Paris.

Otherwise, the possibility of a summit agreement is regarded as extremely slim. A failure could, in the opinion of M Gaston Thorn, President of the European Commission, mark "the beginning of a process of self-destruction which could sweep away the work of the last 25 years."

M Thorn's views are now widely shared by other EEC politicians and diplomats.

"I can see little chance of an agreement at the summit and even less possibility at the one after that in June because governments will not compromise ahead of the European elections," a senior member of the European Parliament said this week.

His judgment has apparently been confirmed by President Francois Mitterrand of France who has met a majority of his fellow-heads of government for bilateral talks over the last three weeks.

In The Hague, he is said to have told Mr Ruud Lubbers, the Dutch Prime Minister, that the Brussels summit offered the only opportunity for a settlement during France's six-month tenure of the EEC Presidency.

According to the Commission, the Community will be facing financial disaster by June. On present trends, one-third of the farm budget will have been consumed in the first quarter of the year, and if this spending rate continues, the budget will be exhausted by September.

Blame for the political deadlock is already being freely apportioned. Within the Parliament, the Commission is being accused over the quality of its proposals and degree of political determination. Most member-states blame each other and all are increasingly finding fault with France.

Too much time is said to have been spent on bilateral talks, and the French Government is believed to be divided over what policies it should be pursuing.

This is said to be most evident in the vital talks on agricultural economies and proposals for a price freeze. M Michel Rocard, France's Agriculture Minister, seems increasingly anxious to avoid taking responsibility for measures which will hit French farmers.

The belief within the Commission is that a stronger effort on his part could yield agreement on a quota in dairy production.

But the farm talks remain bedevilled by the inability of France and West Germany to agree on phasing out border taxes and subsidies, and the desire, manifest in France, Italy and Greece, to protect Mediterranean products from any cuts.

Mitterrand presses for EEC compromise

BY DAVID HOUSEGO IN PARIS

PRESIDENT MITTERRAND claims to have made progress in the bilateral talks he has been having with other European heads of government on EEC budgetary and agricultural reform. But, he said, progress was not sufficient "to justify a note of optimism."

Speaking after his talks in Brussels with M Wilfred Martens, the Belgian Prime Minister, M Mitterrand was reported yesterday as saying that the Community could only succeed "if everyone accepts their share of the compromise, or in other words are prepared to renounce part of their demands."

The President's warning coincides with increasingly gloomy assessment being heard in Paris of the chances of heads of government reaching a compromise agreement at their summit in Brussels in March.

M Mitterrand has now seen most other EEC leaders. Foreign Ministers of the EEC are due to meet in Paris this weekend to take stock of the progress made so far.

The French have been particularly disappointed to find no flexibility in the demands of Mrs Margaret Thatcher, the British Prime Minister, for a durable solution to the British budget problem.

The French have been particularly disappointed by what they regard as Mrs Thatcher's continuing intransigence over the British budget problem. They believe they have the West Germans on their side in thinking that Mrs Thatcher is asking for too sharp a reduction over too long a time.

The lack of substantive progress in the negotiations has been accompanied by increasing warnings in private from senior French officials of the dangers of failure.

These warnings run from the risks of growing protectionism in Europe to the revival of the concept of a "two speed" Europe in which Britain would have a subsidiary place.

Cologne banker jailed for fraud

By Rupert Cornwell in Bonn

HERR IVAN HERSTATT, the founder and chairman of the Cologne private bank which collapsed in June 1974, was yesterday convicted of fraud and sentenced to four and a half years in jail.

Immediately after the verdict was handed down by a Cologne state court, the 70-year-old Herr Herstatt proclaimed his innocence, while his lawyers announced their intention to appeal.

Nonetheless, the outcome of the 11-day trial may mark the virtual end of the Herstatt saga, almost a decade after the bank failed with losses of about DM 1.2bn (£311m) caused by illegal foreign exchange dealings.

Although six other former Herstatt managers and exchange dealers have been convicted in the last year, it has for a long while seemed that Herr Herstatt himself, who had produced evidence of heart troubles, would escape trial on medical grounds.

Last autumn however, tenacious public prospecters succeeded in having him declared after all fit to face a court. They immediately brought new charges of fraud and fraudulent bankruptcy.

These were upheld by yesterday's verdict. It came just over four months before West Germany's 10 year Statute of Limitations would have come into effect for Herstatt, meaning that after June 26, 1984 all outstanding proceedings in the case automatically lapse.

In its judgment, the court found that Herr Herstatt had been party to the concealment of DM 100m of foreign exchange losses in the bank's 1973 balance sheet. He had moreover signed that balance sheet in early 1974, when he was aware that Herstatt was facing losses of DM 520m.

The Herstatt collapse was West Germany's most serious post-war bank failure. It sent shockwaves through the international banking system

Since criminal proceedings began in 1979, courts have spent a total of 350 days on the case.

Kohl summit plea

West German Chancellor Helmut Kohl called yesterday for an early summit between President Reagan and new Soviet leader Konstantin Chernenko, saying they shared a great responsibility and some common experiences, Reuter reports from Brussels.

Herr Kohl, who met Mr Chernenko on Tuesday after the Moscow funeral of Yuri Andropov, was in Brussels for talks with Belgian leaders.

West German motor industry maintains high level of output

BY JOHN DAVIES IN FRANKFURT

THE WEST GERMAN motor vehicle industry, which has been steadily recovering from recession, maintained a high level of production last month.

Output of cars and commercial vehicles was well ahead of a year ago and on a seasonally adjusted basis matched the average production of the last quarter of last year.

West German factories turned out 363,600 cars last month, 15 per cent more each working day than in January last year. About 25,800 commercial vehicles were produced, 10 per cent more than a year earlier.

The German Automobile Industry Association (VDA) said the hefty increase represented a recovery from the depressed levels of a year ago when a sharp downturn in experts hit production. It stressed that, on a seasonally adjusted basis, vehicle production was actually stagnating—a reminder of the fragility of the economic recovery.

The increase in commercial vehicle output is mainly because of better sales of vans and light trucks. Production and sales of heavy trucks have fallen sharply, mainly because debt-ridden developing countries and oil producers have cut large-scale construction and road-building projects.

The production figures were released as metal industry workers prepared for strike action if there is no progress by the end of this month in talks about a cut in the working week from 40 to 35 hours.

An indication of the basically sound state of the motor vehicle industry is the improved job market. The number of employees in the industry at the beginning of the year was about 5,000 more than a year earlier.

The number of motor vehicle industry workers on short time has fallen to 39,000, compared with as many as 161,000 a year ago.

Exports also show a brighter picture. The West Germans exported 183,600 cars last month, 8 per cent more than a year ago. Commercial vehicle exports were up 25.8 per cent at 15,200. Car exports per working day showed a less dramatic rise of 3 per cent.

Car production in West Germany has been picking up in each of the past three years, rising 3.1 per cent last year to 3.88m. The industry hopes this year to top the 1979 record of 3.93m.

Commercial vehicle output has been showing an opposite trend, declining last year for the third year in succession to 292,910, down 2.8 per cent on the previous year.

Bundesbank to keep tight rein on money supply

BY JOHN DAVIES IN FRANKFURT

THE BUNDESBANK, West Germany's central bank, has reaffirmed its determination to keep a tight rein on money supply, which has shown only modest growth since the beginning of the year.

The central bank said that money supply, seasonally adjusted, resumed its advance last month, after declining in December, but the trend rate of growth was at the lower end of the target range.

The Bundesbank decided recently to narrow its money supply growth target to a range of between 4 and 6 per cent between the final quarter of last year and the last three months of this year. This compares with a 4 to 7 per cent target range for last year.

It said that after a period of sometimes rapid increase up to the middle of last year, money supply growth had flattened to a more moderate rate in keeping with the central bank's macro-economic aims. The money supply had ended the year exactly at the 7 per cent top end of the target range of growth.

The Bundesbank said that in view of prospects for economic expansion and possible inflationary pressures, it was appropriate that the money supply should grow less rapidly than the nominal rate of growth of gross national product this year.

The central bankers are feeling more relaxed lately with the U.S. dollar declining and domestic inflation still showing
The Bundesbank continues to
only a moderate increase.
be optimistic about West German economic prospects, pointing out that orders booked from abroad should lead to a strong revival in export business in the next few months.

It is also encouraged by signs of a recovery in investment, which it says should benefit the machinery and electrical engineering sectors.

Consumer spending, however, has been cautious lately and among the less dynamic influences for economic growth.

Yugoslavia in further talks on IMF credit

By Aleksander Lebl in Belgrade and David Buchan in London

THE THIRD and possibly final round of negotiations by Yugoslavia for a new International Monetary Fund standby credit, folowing the Special Drawing Rights (SDR) 1.66bn (£1.3bn) it borrowed from the Fund in 1981-83, opened yesterday in Belgrade.

A successful outcome to the past two months of Yugoslav-IMF bargaining is vital to rescheduling Yugoslavia's medium- and long-term debt maturities of about $3bn this year.

Yugoslavia's Western government and commercial bank creditors have agreed in principle to reschedule 1984 debt. But whether they lend fresh money, as they did in 1983, will depend on both the size of a new IMF standby credit and IMF assessment of Yugoslavia's refinancing needs.

The four-man IMF team will be pushing in Belgrade for bank interest rates to be increased from the current ceiling of around 30 per cent to match still-higher inflation, for further devaluation of the dinar and for repeal by the end of March of price controls introduced by the government last December.

These controls have been widely flouted, but even their theoretical imposition runs counter to the IMF emphasis on more price rationality.

Yugoslav objections to these demands led to deadlock in two previous negotiating rounds with the Fund. But recent visits by Mr Zvone Dragan, the Yugoslav Vice-Premier in charge of the economy, to the IMF in Washington and by Mr J. J. Polak, an IMF executive director, to Belgrade are thought to have smoothed the way to eventual agreement this time.

Castro makes surprise first visit to Western Europe

BY TOM BURNS IN MADRID

CUBAN PRESIDENT Fidel Castro turned a technical stopover yesterday at Madrid airport on his return from the Moscow funeral of Yuri Andropov into a surprise first-ever visit to a Western European country.

The Cuban leader, who was accompanied by Sr Daniel Ortega, the Nicaraguan junta leader, on the Aeroflot flight, was met at the airport by Spanish Prime Minister Felipe Gonzalez. The three government leaders lunched together at Sr Gonzalez's official residence.

In a brief exchange with reporters at the airport before continuing his flight to Havana, five hours after his arrival, President Castro emphasised Cuba's close ties with Spain, as well as his own personal links with the north western Spanish regions of Galicia where his father was born.

The unexpected meeting serves to underline the apparent broker's role in the Central American crisis that Sr Gonzalez has been playing over the past year.

The Spanish leader has earned a reputation as a skilled expert on Central America and has the advantage of maintaining good relations with all parties concerned in the crisis—including the U.S.

All three leaders spoke in support of the so-called Contadora regional peace initiative which is sponsored by Colombia, Mexico, Panama and Venezuela. "Contadora has been, is and will continue to be a hope for peace in Central America," said the Cuban leader.

Rome fears shooting may herald revival of terrorism

BY JAMES BUXTON IN ROME

THE MURDER in Rome on Wednesday night of Mr Leamon Hunt, the U.S. director general of the Sinai multinational peacekeeping force, whose headquarters is here, has confirmed the Italian Government's worst fears about a revival of domestically bred left-wing terrorism.

Responsibility for the murder has been claimed by the Red Brigades.

Recently, Sig Oscar Luigi Scalfaro, the Minister of the Interior, warned that the Red Brigades were regrouping in Rome, Milan and Naples.

Ever since the spectacular commando action which freed U.S. General James Lee Dozier, in January, 1982, from the Red Brigades, there have been few serious acts of left-wing terrorism in Italy. Hundreds of members of left-wing terrorist groups have also been arrested.

Life has become visibly more relaxed, although there have been occasional acts of Arab terrorism on Italian soil, including the recent fatal shooting of the Libyan ambassador in Rome.

The killing of Mr Hunt in a Rome suburb is seen as an attempt by the Red Brigades to demonstrate that they are still operating, although police say it was a relatively amateurish operation, leaving many clues.

Another theory, however, is that Mr Hunt was killed by Italian terrorists acting on behalf of Arab groups protesting at the Camp David accords, of which the peace-keeping force in Sinai is a guarantee.

Italian Communist union protests against wage decree

BY JAMES BUXTON IN ROME

PROTEST STRIKES, demonstrations and blocks of motorways and railways broke out all over Italy for the third day running yesterday as trade unionists protested against the government decree imposing a cut in wage indexation.

There was serious disruption in the Naples area and in Genoa, and in Trieste there was a general strike.

The protests mainly involved members of the CGIL union, the majority of which backs the opposition Communist Party. It was the CGIL's refusal to sign a voluntary agreement along with the two other union federations and the employers that led to the decision of Sig Bettino Craxi's government to impose its incomes policy by legislative decree.

The decree, which was yesterday formally presented to parliament which must approve it in 60 days, will reduce by three the number of percentage points on the Scala Mobile index which will be compensated for by quarterly pay increases.

It will also impose a ceiling of 10 per cent on rises in those prices which are under the state's direct control.

The measures, which represent the first time an Italian government has taken action to reduce wage indexation without a voluntary agreement of all interested parties, are aimed at getting inflation down from last year's average of 15 per cent to an average of 10 per cent this year.

The action by the centre-left coalition government has been sharply condemned both by the CGIL union, whose governing committee was divided on the issue, and by the Communist Party.

Confindustria, the leading employers' association, is also deeply disappointed that the cut in wage indexation is relatively modest, even though it supported the government's proposals.

The events of the last few days have left the trade union movement split to a degree unprecedented for more than a decade, a fact which is of concern to employers who naturally prefer to deal with a unified union leadership. The Socialist Party oriented Unione Italiana del Lavoro (UIL), and the pro-Christian Democrat CISL both favoured the government's proposals.

"Trade union unity doesn't exist any more," Sig Giorgio Benvenuto, leader of the UIL, said yesterday. The UIL would next week make a proposal aimed at restoring a degree of cohesion. But this would only involve suggesting a new system of co-operation between the unions rather than reviving the unity of the past.

The UIL's desire to reduce wage indexation was aimed at creating more space for obtaining wage rises in contract negotiations, which have been overshadowed by the scala mobile, whose effect is to narrow wage differentials. But the UIL did not want the total abolition of indexation, Sig Benvenuto said.

He openly accused the Communist Party of organising the strikes and protest marches, and claimed that many Communist members of the CGIL were refusing to take part in them.

"These strikes will have a boomerang effect on their organisers. The public is fed up with continual strikes and the disruption they cause," he said. Many of the strikes had produced a poor turnout, he claimed.

"Making a revolution over just 3 percentage points on the scala mobile seems to me just an absurd excuse," said Sig Benvenuto.

The public quarrels in the union movement would lead to a fall in the number of members of all three unions, he said. CGIL had lost many members in the past few years. "It just seems to be bound up with the past," he said.

Sig Benvenuto openly accused Sig Luciano Lama, leader of the CGIL, of submitting to Communist Party influence in not signing an agreement which he would have liked to sign.

As an example of the lengths to which Sig Lama went in negotiations with Sig Craxi to avoid agreeing to the government's proposals, Sig Benvenuto, who was also present at the negotiations, claimed Sig Lama had protested that the government's one-year freeze on rents was unfair to those workers who owned their own homes. "Even though these make up only about a third of the working class," Sig Benvenuto added.

"If Craxi had agreed to special concessions for CGIL owner-occupiers, Lama would then have insisted on something for those who own two homes," Sig Benvenuto said.

Danish foreign debt increases

By Hilary Barnes in Copenhagen

DENMARK'S net foreign debt increased by DKr 31bn (£2.2bn) to DKr 185bn, or 36 per cent of the gross domestic product, last year, according to official estimates

The debt was made up of DKr 150bn in public sector debt and DKr 72.5bn in private sector debt, less DKr 37.5bn in foreign exchange reserves.

A substantial part of the increase was attributable to foreign exchange movements, as the current balance of payments deficit last year was only DKr 10.9bn

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S. Africa's ruling party loses seats to Left and Right

BY J. D. F. JONES IN JOHANNESBURG

SOUTH AFRICA's ruling National Party has been shaken by the results of Wednesday's two by-elections, when the parliamentary opposition parties to both Right and Left comfortably won their first big tests since the government victory in the constitutional referendum last November.

The more worrying result for Mr P. W. Botha, the Prime Minister, is that the Conservative Party (CP)—the breakaway ultraright-wingers—took the Soutpansberg seat from the Government, defeating a strong National Party candidate who admittedly had to overcome the legacy of his disgraced predecessor, Mr Fanie Botha, the former Labour minister.

The most significant aspect of this result in a deeply conservative northern Transvaal farming area is that the other ultra-right party, the Herstigte Nasionale Party (HNP), had withdrawn from the contest at the last moment, thus revealing the potential strength of a united right-wing vote. A merger between the CP and the HNP has long seemed logical but has so far been frustrated by personality differences between the leaders.

In the second by-election, in Durban's Pinetown, the official opposition Progressive Federal Party (PFP) held the seat with far less difficulty than had been expected, after the National Party had withdrawn in order to leave a clear run for the New Republic Party (NRP).

The Government tactic had been to count on the underlying conservatism of the English-speaking voter in Natal, where the NRP—the rump of the old United Party of General Smuts—was thought to be still strong. In the event the PFP won by 5,277 votes to 4,397, a result which will greatly hearten the PFP leadership since it suggests that the PFP supporters who defied the party line and voted for the Government in last November's referendum have not deserted the party for good.

The future of the NRP now looks bleak and there is bound to be renewed speculation of some sort of merger with the governing party. The NRP leader, Mr Vause Raw, has already admitted that the result has "serious implications."

● South Africa's economic and financial problems demand "urgent attention," Mr Owen Horwood, the finance minister, said yesterday, presenting a "mini-budget" to parliament, AP-DJ reports.

Mr Horwood announced a 6 cent-a-loaf increase in bread prices to hold down food subsidies. He said that this month's hike in general sales tax, from 6 to 7 per cent, will reduce downward pressure on the exchange rate of the rand.

Lisbon meeting draws up plans for Mozambique dam

LISBON—South Africa, Mozambique and Portugal have made substantial progress towards relaunching the sabotaged Cabora Bassa hydro-electric dam in Mozambique.

Following two days of talks in Lisbon, Mr Louis Nel, South Africa's deputy Foreign Minister, said the three governments had drawn up proposals on increasing energy tariffs paid by South Africa, repaying part of massive financial losses incurred by Portugal, the principal shareholder, and protecting power lines from attack by rightest rebels in Mozambique.

The three sides will present the conclusions to their respective governments before a further round of talks in Cape Town in March.

The massive dam was built by Portugal in the 1960s. Lisbon retained a majority shareholding after Mozambique gained independence in 1975. But rebel attacks have cost Portugal more than $44m in lost revenues from South Africa which could obtain up to 10 per cent of its power supplies from the dam.

But rebel attacks against power lines have cut off supply since last October. Energy from the dam was cut for six months in 1982.

Hong Kong market in stock index futures

By Robert Cottrell in Hong Kong

HONG KONG is likely to begin stock index futures trading later this year. The move is linked to a proposed reorganisation of the Hong Kong Commodity Exchange (HKCE), which could pave the way for introducing other financial futures contracts to the territory.

Mr Robert Fell, Hong Kong's commissioner for securities and commodities, announced yesterday that his office had decided to recommend that the Hong Kong Government approve trading of futures contracts based on the 33-share Hang Seng index. Mr Fell's recommendations will have to be approved by Hong Kong's Executive Council, and will probably require minor changes in law.

Mr Fell says he is also recommending a transformation of the Hong Kong Commodity Exchange, a private-sector organisation which is authorised by the Government to trade sugar, soyabean, and gold futures contracts.

He wants the Government to authorise a replacement organisation, the Hong Kong Futures Exchange (HKFE), which would take over the HKCE premises, to which all HKCE members and contracts could transfer, and which would use the HKCE's existing management and clearing system. The HKFE would, however, be open to banks, which are at present barred by law from HKCE membership. Banks

The HKFE would apparently dispense with the services of Seacom (Holdings), which financed the setting-up of the HKCE in 1976, and which has a contract to provide it with administrative services.

In past years, the HKCE has seen slow business. In 1983 a total of 1.07m contracts were traded, of which 735,000 were soyabean, 333,000 sugar, and just 6,000 gold The exchange has some 150 members.

The HKCE's proposal for a Hang Seng Index futures contract calls for the index to be valued at HK$50 a point, with a minimum fluctuation of one point, a maximum daily movement of 100 points, and an initial margin of 10 to 20 per cent.

Kathy Evans, recently in Tehran, reports on the new drive against Iraq

Iranian martyrs step up their holy war

THE LAUNCH of Iran's long-awaited ground offensive against Iraq yesterday was a fitting reminder of the religious nature of the Gulf War.

For the day was the anniversary of the death of Imam Ali's wife. Imam Ali is the second holiest figure in Shia Islam, and the son-in-law of the Prophet Mohammed. His wife's name, Fatima Zahra, is also the codename for the latest offensive, which Iran describes as the fifth stage of its war.

Colonel Sayed Shirazi, the young commander of Iran's ground forces, said last week: "Faith will determine the outcome of this war, and God has promised us that the combatants of Islam will be victorious."

To the Iranians, the Gulf War is not just a battle with Saddam Hussein, the Iraqi President, and his "Saddamite Baathist forces." It is also a war against the Superpowers, and in particular the "great Satan," the U.S. It is a war for Islam, undertaken in the name of the oppressed in the world.

The recent rapproachement between the U.S. and Iraq has only underscored the Iranian rhetoric. Iranian officials attached great significance to the recent visit to Baghdad by U.S. Middle East envoy Donald Rumsfeld, and Iraqi threats issued shortly after.

Portraying the Gulf War as a battle for Islam is very important to Iran. The war has gone on for over three years now, and there is no end to the bloodshed in sight. Senior officials in Iran say they have little hope of mediation efforts ever being successful "now that the war has taken on special dimensions recently."

So morale has to be sustained.

At present, the Iranians appear absolutely determined about their objectives—the toppling of Saddam Hussein and the establishment of an Islamic republic in Iraq. As Colonel Shirazi says grimly: "We are prepared to fight to the last drop of blood."

If the Iranians were to achieve their ambitions a wave of Islamic fundamentalism might sweep the whole Middle East. As Ayatollah Ruhollah Khomeini says, the export of Iran's message of Islam is a religious duty, and in neighbouring Iraq live the bulk of the Arab world's Shi'ites.

Faith is also important for Iran because about one-sixth of its forces are volunteers. The conventional army and the Revolutionary Guards together total about 500,000 men. But a large proportion of Iranian casualties have occurred in the Bassij Corps, the volunteer squad which totals about 100,000 men.

The Bassij appear to consist of either very old men or very young men, and they are taught during their three months' training that their salvation lies in dying as a martyr for Islam. Hence the "human waves" which the Iraqi troops talk of. At home, much emphasis is given in Government rhetoric to the role of the Bassij Corps, and during the recent anniversary celebrations, they were given pride of place in the marches. With further religious exhortations, this force can easily be doubled, say diplomats in Tehran.

Until this week, the Gulf War had been largely fought on the ground, marked by occasional offensives by Iran and artillery bombardments of Iranian border towns by Iraq. Mounting civilian casualties—said to be some 4,700 killed and another 22,000 injured — caused increasing Iranian frustration.

Following further missile attacks on Dezful by Iraq, the Iranians ended their policy of avoiding civilian targets. From now on, no Iraqi city, apart from those containing holy Shia shrines, would be safe from attack, said Iranian leaders.

Yesterday's ground offensive had long been expected, though most analysts had expected the activity to centre on the Basra region rather than the central sector.

Limited operations in the north, code named "Liberation of Jerusalem," which started last week, are still goin on, focused on the Sulaymaniyah-Baghdad highway.

Observers in Tehran did not believe that the Iraqis would be tempted to bring into play their Super Etendard aircraft or their new Soviet missiles: the SS-12's. In the past week, Irania forces have been building up in a number of strategically placed islands in the Gulf. Iran is also planning to cater for the likely effects of its threat to close the Strait of Hormuz.

A feasibility study for an oil pipeline leading to the Southeast of the country is shortly to go out to tender. This week, senior planning officials also forwarded an emergency economic plan to the Cabinet which outlined economic strategy in the event of an oil exports cut-off.

If it were not for the mounting civilian casualties, a steady war of attrition would have seemed more beneficial for Iran than any risky escalation. According to Ayatollah Khomeini, even if Iran does nothing, the collapse of President Hussein is only a short time away, for the people of Iraq will overthrow him soon.

Economically, Iran is much more able to sustain a prolonged war than Iraq, which has experienced a whittling down of financial assistance from the Gulf states in the past year. Iran's crude oil exports are continuing at the fairly healthy level of 1.7m b/d, about double those of Iraq, and foreign reserves are building up.

Dr Taqi Banki, Iran's economic planning chief, says that the war is absorbing about one-third of Iranian Government spending. About $5.7bn goes on capital items for defence, while another $1.5bn is absorbed in current expenditures for the Ministry of Defence, the Revolutionary Guards and the needs of reconstruction, martyrs' families and the refugees. It is a bill which Iran can sustain far longer than Iraq.

OMAN 'CANNOT STOP' IRANIAN ATTACK ON STRAIT

BY STEWART DALBY IN SALALAH, OMAN

OMAN IS in a position to know in good time of any attempt by Iran to close the strategic Strait of Hormuz, but it cannot by itself stop an attack succeeding.

Asked in an interview about Ayatollah Ruhollah Khomeini's threat to close the strait, Sultan Qaboos bin Said, the 43-year-old Omani ruler, said:

"We would like to think that he will not do it. It is not good for anyone. It does not serve anyone's interests. In spite of this we must take seriously any threat that he might try something.

"We are obviously not in a position on our own to prevent him closing the strait. We must ensure that we know what is happening in the strait, and if possible know well in advance of any impending attack.

"We can then confer with our brother Gulf states and decide on what course of action we must take," he added.

Oman, part of which sits opposite Iran on the narrow strait, serves as a kind of sentry on the channel, through which about 20 per cent of the western world's oil needs pass. Iranian leaders have repeatedly threatened to block the strait with mines as part of their war with Iraq.

Sultan Qaboos also said he sees no hope of the Gulf war ending at the moment. "I personally do not see anything happening until Iran decides there is no sense in going on, or the situation in Iran changes. There is no sign of it yet. It is really up to Iran."

Indonesia opens oil plant

BY KIERAN COOKE IN JAKARTA

INDONESIA HAS taken another step towards self sufficiency in refined oil products with the official opening of a $1.47bn hydrocracker complex at the Dumai refinery in central Sumatra.

At present Indonesia, Asia's biggest oil exporter, is forced to import a large proportion of its refined requirements from Singapore: in the first nine months of 1983, refined oil imports from Singapore cost Indonesia $2.74bn in much needed foreign exchange. But the Government says it hopes that this will no longer be necessary by the end of the year.

However, the Dumai refinery expansion has been delayed and many question whether the Government's target can be met.

Most significant for Indonesia's needs will be a 110 per cent increase in kerosene production from the plant: kerosene is widely used in Indonesia as cooking fuel. Last year Indonesia completed two expansion projects at its two other large refineries

Hawke softens line on industrial change

BY MICHAEL THOMPSON-NOEL IN SYDNEY

WITHIN HOURS of returning to Australia at the end of an 18-day tour of Asian capitals, Mr Bob Hawke, the Australian Prime Minister, was at pains yesterday to stress that economic restructuring in Australia would be achieved through consultation and consensus.

In Japan two weeks ago, Mr Hawke had warned that the introduction of new technologies, as well as new international trading opportunities, "will require many groups in our society to accept faster rates of change than they have in the recent past: structural change in the economy, changes in technology, changes in the location and content of work."

Mr Hawke had singled out the Australian steel and car industries as suitable cases for treatment, and said Australia had to move away from policies, which had, as their only focus, the restriction of imports.

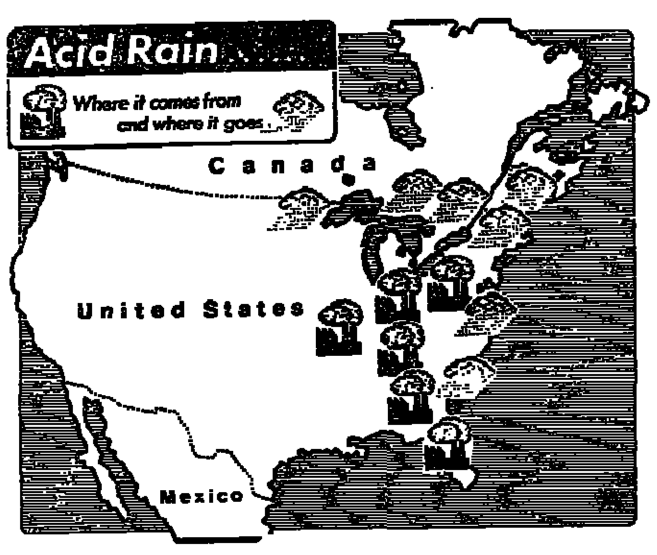
Next week, Mr Hawke is expected to initiate top-level talks with Broken Hill Proprietary (BHP)—Australia's monopoly steel producer—and with the Australia Council of Trade Unions, on the major initiative of his Asian tour, a plan to boost Australian steel exports to China.

Throughout his tour, Mr Hawke had emphasised that his ambition was to "enmesh" Australia into the Asian region, and maintained that "looking not too far ahead, the Asia-Pacific region must be accepted as a major catalyst for stronger worldwide economic performance."

AMERICAN NEWS

Nancy Dunne, in Washington, on the pollution that few are willing to pay to clean up

Acid rain irritates Congress and Canada



AMONG THE traditional collection of grand proposals in his State of the Union message, President Ronald Reagan this year urged Congress to double its funding for research on the notorious pollutant acid rain, develop new pollution control technology and take action to clean up lakes.

But the reaction from environmentalists was one of outrage. Less than a year ago the President had pledged to make the fight against acid rain a top priority, but he was now refusing to establish an effective clean-up programme.

The Government of Canada, which is in the front line of damage from acid rain, dubbed the President's proposal "a serious setback" and said it was "deeply disappointed" by his failure to enact a programme of controls.

Congress, too, was distinctly unimpressed. Mr William Ruckelshaus, head of the Environmental Protection Agency (EPA), was all but savaged in recent hearings at the Senate environmental committee. The President's failure to move against acid rain, said Senator Robert Stafford (Republican, Vermont), the committee's chairman, "may severely damage the prospects that Mr Ruckelshaus and the EPA will be able to regain the confidence of the American people that was lost just a year ago" (when the agency was engulfed in political controversy and its chief had to resign).

Mr Ruckelshaus declined to say when the President might take a stand on controls. But it is clear that without Administration leadership, the battle against acid rain is likely to become bogged down in scientific disputes, regional conflicts, budgetary considerations and presidential politics.

Although not a burning issue for most Americans acid rain has caused untold damage in the north-east and Canada. The long distance pollutant is blamed for killing aquatic life in hundreds of lakes, damaging soil and eroding buildings and monuments. It is reported to have released lead from steel water pipes, and it has raised fears about stunted forests, depressed crop yields and increased respiratory ailments.

Despite the millions spent on scientific research into the phenomenon, however, questions remain. A National Academy of Sciences panel last July concluded that it is possible to trace the relationship between air pollution and acid rain over a wide area and a long period of time, but could not agree whether the impact of a particular source of pollution on a particular geographical area can be measured. The panel produced differing views on the chemical reactions that cause acid rain, how acidic precipitation actually affects animals and plants and how the problem should be addressed.

Most scientists agree that acid rain is created when sulphur dioxide emissions from coal-burning plants and nitrogen oxides from car exhausts and factories (mostly in the U.S. Midwest) are pumped into the skies. The gases are then thought to mix with water vapour and fall to Earth as a corrosive precipitation.

Bills in Congress to tackle acid rain range in cost from $3bn (£2.1bn) to $8bn. But President Reagan, already under attack for his massive budget deficit, has opted not to impose multi-billion dollar pollution controls on industry or ask for substantial Government spending until there is conclusive scientific evidence about the causes and effects of the problem.

The environmental committee's ranking Democrat, Senator Daniel Moynihan of New York, accused the President of "*adding up* the electoral votes of the polluters" in the industrial Midwest, adding up the electoral votes of the polluted in New York and New England and concluding that "there are more electoral votes in the Ohio valley."

Presidential politics aside, Congress itself falls to regional squabbling when faced with the question of who should pay for an acid rain clean-up. The North-eastern states say they are the victims, and they oppose a national tax to pay the bill. Westerners say they already pay more for electric power than anyone else because they have newer, cleaner power plants, and they should not be billed for pollution caused by others. The Midwestern states, which have been hard hit by recession, say they cannot bear the cost alone.

The Midwestern utilities, which cause most of the damage, argue that switching to low-sulphur coal is too expensive and could cost 150,000 miners working in high-sulphur coal fields their jobs.

Ottawa wants an immediate clean-up campaign and has pledged to cut industrial emission of sulphur dioxide by 50 per cent if the U.S. will do the same.

"You only need to look at what has happened in Scandinavia and parts of Western Europe now to know this is a very serious and important issue," says Mr Charles Caccia, the Canadian Environment Minister. "We want to avoid the European experience at all costs."

In dispair, five states—New York, Maine, Minnesota, Rhode *Island and Vermont—told EPA* last month that they intend to sue because the Agency failed to order reductions in sulphur emissions. Under the Clean Air Act, the EPA administrator has the authority to order reductions if he finds emissions in one state are harmful to another.

Acting alone, New York ordered its infamous Con Edison utility to instal air pollution control equipment in three of its units proposed for conversion from oil to coal. It was the first time a regulatory authority had decreed that scrubbers, the main pollution *control devices available, should* be fitted on older power plants converting from oil to coal.

Not all business interests are opposed to a big acid rain programme. For the air pollution control industry, a clean-up would mean a welcome boost. Sales of scrubbers peaked in 1980 at $664.4m and sank to $89.6m in 1982. Controls on just the 50 largest power plants, requiring a scrubber for each of the 158 generating units, would, the industry says, represent sales of about $5bn.

U.S. house starts hit new monthly high level

By Stewart Fleming in Washington

U.S. HOUSING construction starts hit their highest monthly rate for five years in January.

The January rise of 15 per cent on the December level translated into an annual rate of construction of 1.9m units. Taken in conjunction with a 28 per cent rise in home sales in December, the January housing *starts figure strongly suggests* that the housing market is proving more resistant to high interest rates than many economists had been expecting.

Separately, the Commerce Department released figures showing that consumer personal disposable income rose by 1.1 per cent last month compared with December, the biggest monthly rise since October last year.

The Federal Reserve Board reported yesterday that capacity utilisation in factories, mines and utility concerns rose to 79.4 per cent in December from 79.1 per cent in November.

Strong gains in industrial production reported earlier this week suggested that January capacity utilisation would continue the upward trend.

These and other indicators are encouraging to those who feared growth might taper off sharply and discouraging to economists who worry that too rapid growth of the economy and Washington's failure to tackle the federal budget deficit may lead the Federal Reserve Board to tighten its monetary policy.

The stalemate in Washington on the budget issue shows no *signs yet of being resolved.* President Ronald Reagan said earlier this week that he is still unwilling to accept the tax increases or defence spending cuts which the Democrats are pressing for as part of a deficit cutting compromise.

And he dismissed suggestions that the recent collapse of prices on Wall Street is due to fears about the size of the Federal budget deficit.

Reuter adds from Washington: Treasury Secretary Donald Regan said money supply growth in the past two months has been "sufficient" to insure continued economic recovery.

"Ten per cent in the past two months is plenty of money to sustain this kind of non-inflationary growth," he said.

Brazil to seek IMF approval for release of next loan tranche

BY ANDREW WHITLEY IN RIO DE JANEIRO

BRAZIL IS preparing a new Letter of Intent to the International Monetary Fund, as well as a formal request for a "waiver" in respect of its failure to meet certain IMF-set targets at the end of 1983.

Although both documents are considered formalities, their approval by the IMF's board is essential for the release in mid-*March of the next $390m* tranche of the Fund's $4.6bn extended, three-year loan to Brazil.

An IMF technical team headed by Mr Thomas Reichmann, head of its Atlantic division, is currently in Brazil, studying the performance of the economy and discussing new money supply and credit expansion targets for the second and third quarters.

The factor which continues to bedevil the negotiations, as throughout last year, is the lack of success in curbing inflation in response to the conventional tightening of monetary control. *Setting targets for six months* hence has thus become even more hazardous than usual, Brazilian officials say privately.

The year in Brazil started badly for the Government and the IMF. Prices rose in January by nearly 10 per cent and an identical, or greater, rise is expected this month. The increase in the monetary base last month was double the agreed level.

A top planning ministry official said on Wednesday the Government was not planning to restrict credit further. Instead, it will redistribute State spending planned for the coming months and increase transfers from the fiscal to the monetary budget.

It is unclear as yet whether Brazil's latest IMF document will be presented as a separate letter of intent—the fourth since January 1983—or, simply, another annexe to the third letter, signed last September.

The application for a "waiver" on its performance targets last December should be approved automatically, Brazilian officials argue, as the failures result largely from the delay in finalising the country's new $6.5bn jumbo loan from the banks.

The actual drawdown of the *first $3bn tranche of the jumbo* is not now expected until late next month, setting back further the promised ending of the emergency foreign payments controls imposed in September.

Changes to Nicaraguan state statute approved

BY TIM COONE IN MANAGUA

AFTER TWO days of intense debate, the Nicaraguan Council of State, the country's legislative body, has approved four changes to the Fundamental Statute of State which established the revolutionary Governmentin 1979.

The changes authorise the election of a president, vice-president and a 90-member National Assembly in simultaneous elections due to be held in 1985.

The Nicaraguan Communist Party and right-wing opposition parties to the ruling left-wing Sandinistas, opposed the simultaneous election of the executive (the president and vice-president) and the National Assembly, arguing that the executive office of the presidency would interfere in the affairs of the National Assembly.

Meanwhile, the Sandinista television system had been converted into a state institution by Government decree, to establish its independence in the election campaigns. Sr Carlos Nunez, one of the top nine Sandinista leaders, told a visiting Dutch parliamentary delegation that all the political parties would be given equal access to radio and television for their campaigning, and that the State would give each party 6m cordobas (U.S.$600,000) to finance their election campaigns. It is expected that the nine political parties in the country will also be able to receive funds from outside the country.

Canadian budget aims to keep on course for recovery

BY NICHOLAS HIRST IN TORONTO

MR MARC LALONDE, Canada's Finance Minister, has brought in a budget designed to let the private sector build a continuing economic recovery, but with few significant changes.

Union leaders are unhappy that the budget has done little to alleviate unemployment, which Mr Lalonde estimates will remain over 10 per cent this year. Business groups however, have given a cautious favourable response.

However, Mr Lalonde has little room for manoeuvre. His forecast for a C$2bn reduction in the federal deficit of C$31.5bn for 1983-84, equal to 8 per cent of GNP, depends on increases in corporate and personal taxes flowing from an estimated 5 per cent real growth in the economy, a higher growth rate than many private sector economists are predicting.

Some of the rise in government revenues will come from delayed tax increases introduced in the previous budget last April, but the forecast 16.1 per cent increases in personal taxes and 25.2 per cent rises in corporate taxes, if they are to be met, mean substantial increases in both wage earnings and corporate profits.

Some C$850m is added to the economy above estimates in last year's budget, mostly in increases in government job creation and training programmes and supplementary payments to pensioners.

Politically, however, the budget is aimed at repairing the Liberal government's frayed image with middle and upper income earners. Increased tax concessions are given on individual retirement plans, tax incentives are to be introduced for employee profit sharing, and small business taxes are to be simplified and reduced.

Occupational pensions are to be improved and the Government intends to introduce a mortgage interest protection scheme.

However, unemployment is expected to remain at 10 per cent or more for the year despite C$1bn of accelerated public works programmes announced in the 1983 budget to be carried out in fiscal 1984-85.

An inflation forecast of 5 per cent against 5.8 per cent last year is higher than the expected rate in the closely linked U.S. economy. But economists have welcomed the scrapping of the last two years' mandatory public sector and voluntary private sector wage guidelines.

Mr Lalonde forecasts economic growth averaging 4 per cent between 1985-88—again higher than most private forecasts—and a consequent decline in the deficit to 6.9 per cent of GNP in 1984-85, and 4.7 per cent by 1987-88.

It all looks very optimistic, but then the forecast of 2.3 per cent real growth last year was exceeded with a rise of 3 per cent. Whatever happens, it is unlikely that the present governmnt will be in power to see it.

WORLD TRADE NEWS

Rome go-ahead set for $500m Iraq loan

BY ALAN FRIEDMAN IN MILAN

THE ITALIAN Government has agreed provisionally to provide an export credit line of $500m to Iraq.

The move was announced after a meeting in Rome of the Italo-Iraqi Joint Commission on Trade, headed by Sig Nicola Capria, Minister of Foreign Trade, and his Iraqi counterpart, Mr Hossein Ali.

The agreement is provisional because it still requires the approval of an Italian cabinet committee.

The Governments of Italy and Iraq have been discussing such a loan for several months. Many in the Italian Government suggested that such a credit would put Italy in line with other European trading partners of Iraq – such as Austria, Great Britain, France and West Germany – which have already granted credit.

Although the loan is described as an export credit, it is seen by some in Rome as having a political complexion in view of the continuing Gulf war between Iraq and Iran.

According to the announcement, the increase of petroleum exports from Iraq to Western countries should provide sufficient cash flow to allow the repayment of short-term debt.

A major element of the Italian credit is the desire of several Italian state-controlled companies to achieve a satisfactory conclusion of negotiations on two power station contracts which have still not been awarded in Iraq.

An Italian consortium of companies is hoping to win the deal, estimated to be worth $1.7bn.

Among the Italian companies competing are Italimpianti, the Genoa-based engineering group, and Snamprogetti, the oil pipeline group. Several subsidiaries of the ENI state energy group are also hoping to secure Iraqi contracts.

Three bids likely for Singapore transit

BY CHRIS SHERWELL IN SINGAPORE AND HAZEL DUFFY IN LONDON

SINGAPORE's Mass Rapid Transit Corporation, which is awarding contracts for the city state's massive $5bn metro project, is believed to have included British, Japanese and Swedish bidders on a shortlist of suppliers of the system's automatic trains.

The British interest is in Metro-Cammell, which has teamed up with Singapore Automotive Engineering, a Singapore Government-owned corporation involved in the defence industry.

The Japanese bid is led by Kawasaki in Association with Nippon Sharyo Seizo Kaisha, Tokyu Car and Kinki Sharyo. The Swedish bid is led by Asea in partnership with Sembawang Shipyard of Singapore.

It is not clear which other bidders have been asked by the MRT Corporation to supply further details on the bid, the outcome of which is due to be announced in April.

A Franco-Singaporean consortium linking Francorail, Sofretu and Alsthom Atlantique with Singapore Shipbuilding and Engineering is expected to come back with a strongly competitive bid

Eight consortia were invited to submit their commercial bids for the $400m contact by January 9. They include groups from Finland, Belgium and West Germany.

Italy wins cable contract

BY ALAN FRIEDMAN IN MILAN

ITALCABLE, the overseas telephone subsidiary of Italy's Iri-Stet state holding group, has won a $14m contract to complete an international telephone cable system for 19 European, Arab and Asian countries.

The project, which will be finished by July 1986, is designed to improve telephone services through an integrated cable network spanning Europe, South-East Asia and the Indian Ocean.

Relay stations for the system are to be located in Singapore, Indonesia, Sri Lanka, Djibouti, Saudi Arabia, Egypt and Sicily. The transmission network will be supplemented by two *major links*, one from Singapore to Hong Kong and Taiwan and the other from Indonesia to Australia.

W. German trade with Arab world falls sharply

By Rupert Cornwell in Bonn

AFTER TWO record-breaking years, West Germany's trade with the Arab world plunged in 1983, as a result of the drop in the quantity and price of oil exported by major producer-countries in the region.

Although figures released by the Federal Statistics Office yesterday show that West Germany's trade surplus with Arab countries remained at over DM 7.4bn (£1.8bn) both imports and exports fell back very sharply.

German exports to the region declined by 21 per cent to DM 27.1bn, in part due to the expiry of major contracts previously placed by various Arab Governments.

Its imports, however, contracted even more drastically, by 30 per cent to DM 19.7bn. This primarily reflected a cut in purchases of Arab crude oil, to only 26.7m tonnes in 1983 from 38.9m in 1982.

Last year, Arab countries supplied only 41 per cent of West German oil imports, compared with nearly 54 per cent in 1982.

The net result is that the region has been overtaken by North America as the second largest outlet for West German exports, after Europe.

The best Arab customers for West German goods last year were Saudi Arabia which took DM 7.6bn-worth, followed (despite the Gulf War) by Iraq with DM 3.7bn, and then Egypt, Algeria and Libya.

Oil made Libya easily West Germany's biggest Arab supplier, with DM 6.3bn-worth of exports.

India to manufacture W. German submarines

INDIA has taken up an option to manufacture four West German designed submarines at its Mazagon docks shipyard in Bombay in addition to two vessels being built in Germany by Howaldt Deutsche Werke, John Elliott reports from New Delhi.

The submarines — called HDW-1500 in Germany and HDW-209 in India—will replace Soviet Foxtrot submarines now in service. The German-built vessels are expected for delivery in 1986, with the Indian built vessels being delivered from 1988.

Jerusalem aims to increase exports to its closest ally, **David Lennon** writes

U.S., Israel press on with free trade pact

THE U.S. and Israel are pressing ahead with negotiations on an unusual free trade pact which Israeli officials hope will sharply boost their country's exports to its closest ally, and at the same time substantially reduce its reliance on U.S. aid.

The second round of talks on technical matters is taking place this week in Jerusalem, following an intensive first session in Washington last month.

Although officials stress that negotiations are still at an exploratory stage, both sides believe an agreement can be reached by the end of this year and start being implemented in 1985.

The aim is to create a bilateral agreement abolishing customs duties other restrictions on trade, similar to the accord currently being put into practice by Israel and the EEC.

The U.S. is already Israel's largest single trading partner. In 1982, it bought $1.11bn (£785m) worth of Israeli goods and sold $1.54bn worth in return. Israeli exports to the U.S. amount to more than 20 per cent of overall exports, and non-military imports from the U.S. account for nearly 20 per cent of merchandise imports.

But officials in Israel set great store by the additional possibilities offered by the vast American market. At the same time, they declare they are prepard to accept the risk that the trade flow from the U.S. to Israel could threaten some local industries.

No senior official on either side is prepared at this stage to say how much the proposed agreement would boost trade.

But Israeli politicians such as Mr Gideon Patt, Industry and Trade Minister, believe it could produce an increase in Israeli exports of more than $1bn a year, reaching some $7bn-$8bn by 1990.

Israel's 1971 agreement with the EEC provides for gradual reduction and ultimate cancellation of tariffs on European imports by 1987.

It was the fact that Israel will be completely open to EEC exports by 1987 that was used by officials to persuade Washington to consider a similar arrangement, rather than face the prospect of being pushed out of the Israeli market by free-flowing European products.

The idea of a free trade area has been around for several years, but it received its push from the theoretical into the practical in November when President Ronald Reagan expressed support for the idea during talks with visiting Israeli Premier Yitzhak Shamir.

Both sides believe an agreement can be reached by the end of this year, and start being implemented in 1985.

Currently, Israeli goods enter the U.S. under the Generalised System of Preferences (GSP) scheme which since the mid-1970s has helped greatly to boost trade.

The GSP allows Israel to sell any of 2,500 articles in the U.S. without tariffs but success in the U.S. market brings the seller up against GSP quantitative limitations.

If one country exports a certain article to the U.S. which accounts for more than 50 per cent of the total import of that article from all sources, or total U.S. imports of that item exceeds $50m a year, then the item is automatically excluded from the list of those benefiting from the GSP tariff exemptions.

The creation of a free trade area would abolish these ceilings and create a stable situation which permits more rational investment, a U.S. official explained.

It would also remove Israel from the danger that the ceilings could be lowered, if Congress decided on a more protective policy when reviewing the GSP, as it is now doing.

The negotiations have yet to decide such issues as what defines an Israeli or U.S. product, that is, how much of it must be produced in Israel or the U.S. in relation to the imported raw material content.

The discussions also involve the phasing in of the agreement: the stages at which tariffs are reduced, and whether this should be mutual, or weighed in Israel's advantage, as is the case with the Israel-EEC agreement under which European tariffs were lowered much more rapidly than Israeli barriers.

Care also has to be taken not to contravene any of the Gatt regulations, and discussions on individual products to be covered by the agreement can only begin after Washington consults with its International Trade Commission.

Another problem to be tackled is the opposition by producers in both countries who may fear that they could be harmed by the competing imports.

There is little doubt there will be pressure, especially in Israel, to include carefully defined exception clauses to give the local producers the opportunity to make the necessary adjustments to the changing trade climate.

Mr Patt's answer to Israeli industrialists' objections is: "If we do not allow our markets to be open to goods from another country, then there is no reason to believe that the other *market will be open to us.*"

France partially reverses ban on 4 Yugoslav ships

BY ALEKSANDAR LEBL IN BELGRADE

THE FRENCH Government has partially reversed its earlier ban on the purchase by the French shipping group of Delmas-Vieljeux of four ships from Yugoslavia, according to a spokesman of the 3rd May shipyard in Rijeka.

The Rijeka yard will now deliever two of the four 33,00-tonne ships it was originally contracted to build for the French company, and the other two will be built in French yards.

President François Mitterrand, who earlier this year visited Yugoslavia to improve bilateral relations between the two countries, apparently intervened with the compromise solution.

Yugoslavia reacted bitterly when, under pressure from its unions and shipbuilders, the French Government last month denied Delmas-Vieljeux an import licence for all four of the Rijeka ships it had ordered.

The price of the Yugoslav-built ships will be FFr 135m (£11.4m) each. Delmas-Vieljeux is said to be willing to pay 10-12 per cent more to French shipyards which, however, initially asked for three times the Yugoslav price.

Reuter adds from Taiwan: Marine Transport Line (MTL) of New York is negotiating with China Shipbuilding Corp (CSBC) to buy two new oil tankers, a CSBC spokesman said.

Last November, MTL bought a newly-repaired tanker from CSBC for about $22m (£15.7m). That tanker was originally ordered by Exxon Corp of the U.S. but was gutted by fire in July 1982. Exxon cancelled the order and CSBC sold it to MTL after it was repaired, the spokesman explained.

The two new tankers would be of the same size as the repaired vessel, but the spokesman declined to disclose their price.

Dutch win £15m Singapore dredging order

By Walter Ellis in Amsterdam

BALLAST-NEDAM and Boskalis Westminster, two of the largest Dutch construction groups, have won a Fl 66m (£15m) joint order from Singapore for the dredging and reclamation of land between the islands of Sakra and Bakau.

The contract, planned to take 22 months to complete, follows a similar project last year to enlarge the island of Palau Busing.

At the same time, the Government of Taiwan has awarded Philips, the Dutch electronics group, a Fl 59m order for the provision of lighting, sound, recording and other electronic systems in the new national theatre and concert hall to be built in Taipei.

Much of the work—scheduled to be carried out in 1987—will be the responsibility of Philips Taiwan, currently the largest foreign employer on the island.

Valletta urges Paris to buy more Maltese goods

BY GODFREY GRIMA IN VALLETTA

MALTA is pressing the French Government to take positive steps to alleviate the island nation's mounting deficit in bilateral trade.

Malta last year imported M£14.5m (£9.1m) in goods from France, comprising mainly steel and cars, and exported just M£4.5m in return, mainly in semi-manufactured goods.

The Government of Mr Dom Mintoff grew so alarmed at the size of the imbalance that it recently imposed a temporary ban on French imports, followed by a "temporary" ban on the issuance of licences for the importation of French goods.

The Ministry of Trade last week allowed some of the import licences to be issued, but the situation is far from normal.

Because of the seeming insolubility of the problem, Malta has informed the French embassy in Valletta that it wants to pursue a policy of reciprocity in trade, in other words, an enforced balance in the shipment of goods between the two countries.

While France has not formally replied to the Maltese suggestion, French trade officials see little immediate solution. French investment in the Mediterranean region usually goes to Francophone countries, not to English-speaking nations.

They do hold out the possibility, however, of a boost in tourism.

Bassani Ticino in W. German link-up

BASSANI TICINO, a private Italian manufacturer of electrical switching equipment, yesterday announced a co-operation agreement with West Germany's AEG-Telefunken group of West Germany, Alan Friedman reports from Milan.

The agreement envisages an exchange of products and technologies in the fields of low voltage switching gears, control gears and miniature circuit breakers.

THE Sun

TODAY'S TV: PAGE 12

15p

Wednesday, January 18, 1984

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30p

ON SUNDAY

Baby son for Harrod

EXCLUSIVE

By SUSAN DOUGLAS

THE TIMES

WEDNESDAY JANUARY 18 1984

Heath leads Tory
rebellion
ver rate capping

By Julian Haviland, Political Editor

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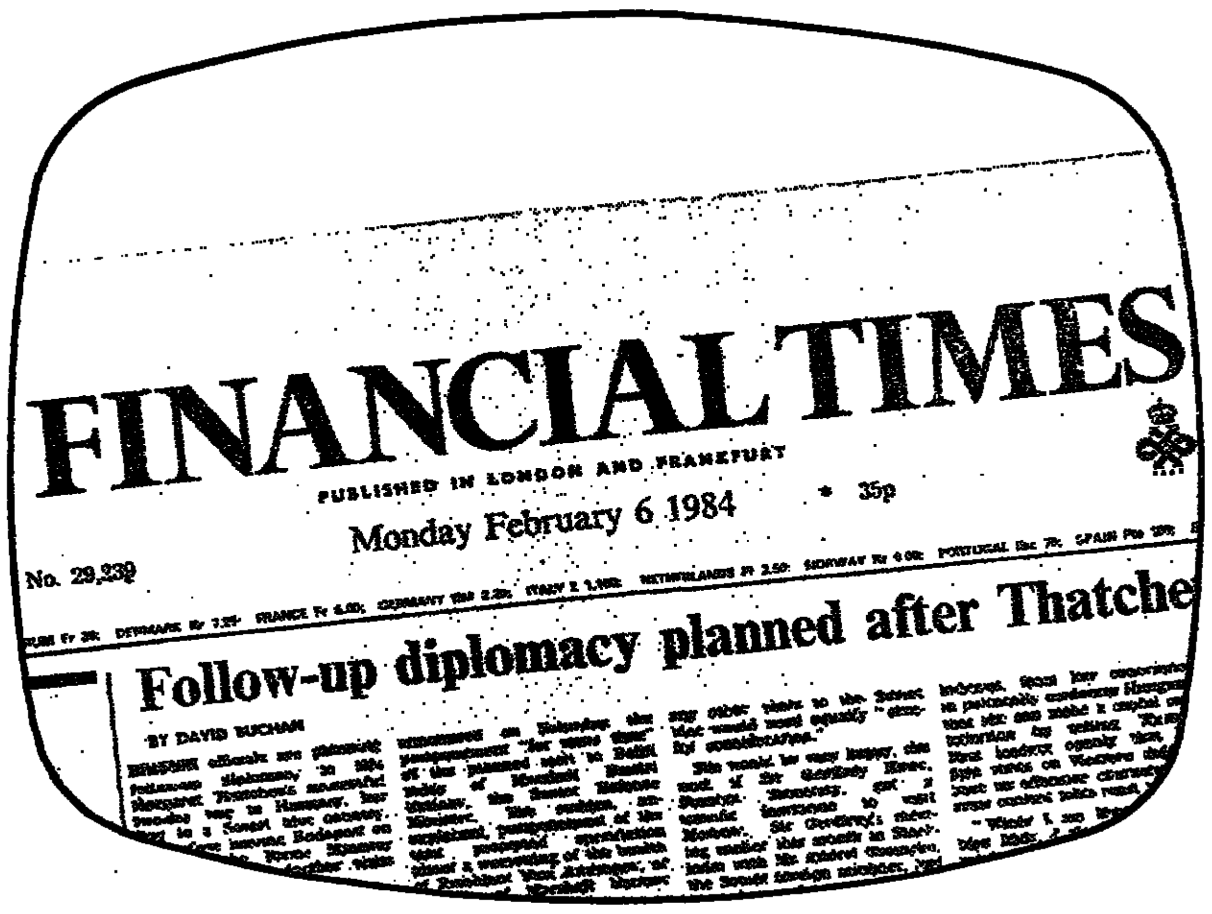

FINANCIAL TIMES

PUBLISHED IN LONDON AND FRANKFURT

Monday February 6 1984

35p

No. 29,239

Follow-up diplomacy planned after Thatche

BY DAVID BUCHAN

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*MEAL DEC 82-NOV 83

TECHNOLOGY

EDITED BY ALAN CANE

NEW STORAGE SYSTEMS CHALLENGE MICROFILM

Optical discs for data 'juke box'

BY GEOFFREY CHARLISH

WHEN IT is completed in a few weeks' time, a document storage system at the U.S. Library of Congress will utilise 100 Thomson-CSF optical storage discs in a data "juke box" able to hold 2.5m A4 size documents in digitised electronic form.

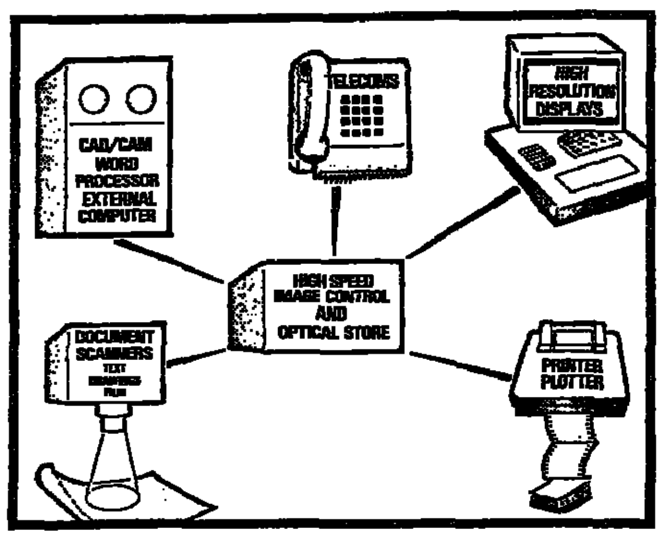
Although this amounts to 100,000m characters (100 gigabytes of computer data), the access time for any page is not likely to be more than 10 to 15 seconds.

The system, which is an obvious threat to both magnetic tape and microfilm, has been developed by a $22m turnover Californian company called Integrated Automation. It has just become available in the UK following a marketing agreement with Data Logic, a leading British systems house and part of the Raytheon Group.

It costs between U.S.$0.5m and U.S.$4.0m, depending on the number of access terminals and other factors, although the company believes that by the end of the year systems will emerge at about $100,000.

The cost of storage is extremely low however, and is put by the designers at about $150 per gigabyte (thousand million characters). In round terms, this works out at about 30 pages of text per U.S. cent.

There are several earlier installations in the U.S. and elsewhere. At Lawrence Livermore Laboratories in California, for example, about 2m drawings are stored on microfilm with electronic conversion for TV screen viewing and transmission, but it is a sign of the times that IA is now moving to optical digital storage.



How the optical storage system interfaces with other computer related equipment.

According to Dr C. V. Ravi, Vice-President of IA's image systems division, the implications "are awesome." He says: "Systems already on order will make major changes in traditional concepts of office automation, engineering document control, archival storage, transaction processing, publishing, electronic filing, library operators and information dissemination in general."

To deal with document input, IA has developed a camera that will scan an A4 page in about 0.5 seconds. A single line of 2048 light sensitive charge-coupled devices (CCDs) scans the reduced page-width image presented by a lens, each device capturing a "pixel" (tiny, basic picture element) as the page moves past. These analogue signals are sent to a converter that turns them into digital data, allowing various kinds of image improvements to be implemented.

For larger images such as drawings, a 4096 element scanner examines the image in strips to cover the area with adequate clarity. The company claims that the definition obtained is better than any TV camera tube that could have been used.

Scanned images can be on paper or film originals, existing aperture microfilm cards, and can also come from computer aided design systems.

Before commiting the digitised images to optical disc, electronic enhancement is applied. This has the effect of improving, say, an office-copied engineering drawing so that soiled areas, smudging or scratching can be eliminated. In addition, lines and characters in the drawing (or page of text) can be sharpened up using enhancement software.

After enhancement, the IA system applies compression techniques, allowing the data to take even less room on the optical disc, without loss of detail.

Seated at high definition display terminals, users can extract images for inspection and take copies on suitable printers or plotters.

The user terminals work in either alphanumeric or image mode. In the former, they communicate directly with the system's computer to search the index/database and help the user to find the document he wants. In the latter, the images can be modified "on screen" and put back on the disc. In the case of larger scale drawings, the screen is used as a "window" to zoom in on magnified segments of the drawing area.

Records on the optical disc cannot be altered, but the storage cost is so low that the system simply writes the whole document record again in a new position on the disc. In many applications this is an advantage says the company, because it provides an un-erasable audit trial of revisions to drawings and documents.

In theory, once the documents have been captured, paper originals can be destroyed. But a copy can be obtained on demand if needed for use off site—and the images can be sent over phone lines.

A report in August 1983 by Frost and Sullivan (The Optical Memory Media Market in the U.S.) suggests that this kind of system "will have great success in markets now served by magnetic tape and microfilm."

Magnetic media, the report says, are vulnerable because optical disc is more compact, accessible and durable, while microfilm cannot store digital data as well as images. (In addition, according to IA, microfilm is about five times the cost of optical.)

By 1988, Frost and Sullivan thinks the market for optical media alone will top $135m in the U.S.

SIX YEAR PROGRAMME TO PREVENT TOXIC GASES

How to take smoke out of furniture fires

By PETER MARSH

BRITAIN'S furniture industry may be two years away from perfecting a new production technique that could safeguard householders' lives in fires.

In blazes in houses, many lives are lost on account not of the direct impact of flames but of the effects of smoke and gases from burning furniture.

The polyurethane foam that forms the padding in sitting-room suites is particularly dangerous. When it burns, the foam produces not just smoke but poisonous gases such as carbon monoxide and oxides of nitrogen.

The British Rubber Manufacturers' Association, a trade group with 110 members, is almost at the end of a six-year, £250,000 research programme that aims to reduce the dangers.

The association wants to interfere chemically with the reaction that occurs when foam burns. This is so that harmless rather than noxious products are formed.

GMC Industrial Research, a company associated with London's Queen Mary College, is doing the work on the association's behalf. The company will take a share in selling overseas any technical expertise that the research produces.

When polyurethane foam burns, the main products are polyol and isocyanate. These are the two principal chemicals from which the material is made in the first place.

Isocyanate reacts further to produce the smoke and toxic gases which often cause deaths.

Workers at QMC Industrial Research have suppressed the formation of isocynanate by adding organic acids such as polycarboxylic acid. Instead of producing clouds of gases, the reaction leaves a solid char.

The workers now want to find a way of adding these acids during the manufacturing process. In the production of polyurethane foam, polyol and isocyanate are mixed in the absence of air and then squirted on to a moving belt.

At this point they produce a swollen "loaf" of foam up to two metres high. The foam comes off the belt in a continuous stream and can be cut into pieces later.

The research on reducing the toxicity of the combustion products has occurred alongside other studies to decrease the ease with which polyurethane will burn.

Furniture makers can produce polyurethane which it is virtually impossible to ignite. Such material, used for example in high-security prisons, is clad with special fire-resistant coverings or contains particular additives.

Most polyurethane that forms part of mass-produced furniture will combust only if ignited with a powerful source such as a burning waste-paper basket.

By law, furniture sold in Britain has to resist smoldering such as that due to a cigarette end dropped onto a seat cover.

SOFTWARE SECURITY

How to beat the computer pirates

BY MARK MEREDITH

"ANY self-respecting hacker can de-bug a dongle in 10 minutes," the man said coming to the sharp end of computer software piracy.

The software industry reckons that for every software program sold, seven copies are made—most of them by the home computer buffs. Software piracy on a larger scale exists with expensive programmes for sale cheaply in Hong Kong and elsewhere. But it is the cottage level copying similar to the taping of records that is costing millions in lost sales for software firms.

Anti-piracy devices such as "dongles" have so far failed to daunt the determined pirate.

An Edinburgh software company, ESI has just sold the rights for a system which is designed to confound even the most diligent of computer copyist.

"Copylock" has four built-in devices to block copying including a unique so-called fingerprint which cannot be copied onto a blank disc.

To date software houses have tried to write programs in coded ways making it difficult for computers to sort out in copied form.

An American company, Prolok, has also developed a fingerprint using a laser edged mark on the disc to foil any copy being made. But this, according to ESI, involves reducing some of the data space on a disc.

Dongles, plugs which are sold with a software package to identify the user, cannot always be plugged into every type of computer and their in-built code can be worked out by the committed user. Numerous dongles for numerous software packages and remembering which is which adds to the difficulties, according to Mr Richie.

Copylok, now sold to the U.S. Dysart floppy disc manufacturer, has the following built in systems to foil copying. ESI has already built the system into their artificial intelligence software package "expert-ease."

- A secret and scrambled fingerprint based on an identifiable physical characteristic of each disc which must be compared with another data code on the disc. A copied disc while accepting the code along with the program, would fail when it tried to match this with the fingerprint on the original disc.
- A scrambled program which can only be unscrambled when the fingerprint above is recognised.
- code key, itself scrambled, to compare the fingerprint and the scrambled program.
- Possible serial numbers for each customer built into each disc so that a software house could spot any inquiries from users wanting further or follow-up information who were not purchasers of the system.

BANKING

'Pay by wire' service

A CASH management facility which enables corporate treasurers to make payments electronically has been launched by National Westminster Bank as part of its "Network" service.

It can be used in conjunction with CHAPS, the London clearing houses automated payments system making the transfer of cash a totally automated affair.

The new service utilises the Mark III data network, the largest commercial data network in the world, owned by Geisco, a U.S.-based computing services company.

NatWest corporate customers subscribing to the service have a computer terminal on their premises—possibly in the treasurer's office through which electronic payments can be initiated.

A payment command is keyed in and sent via the Geisco network to NatWest's central computers. If the recipient is a customer of a CHAPS bank, the message then enters the CHAPS network and is despatched to its destination. The whole transaction takes only seconds.

If the recipient bank is not a CHAPS member—and most foreign banks in London are staying out because of a dispute over conditions of entry, final settlement has to be made manually through a bankers' payment.

The system has been undergoing live trials over the past two months. NatWest is one of the first UK clearers to offer electronic payment facilities although all the Big Four have cash management services with automated payment capacity.

ALAN CANE

Computing

Nixdorf hotel/bar system

NIXDORF, the West German-based computer manufacturer has launched a restaurant/bar system, a specialised applications area which is attracting increasing attention from systems designers.

Called "Garcon," it runs on the manufacturer's 8812 point of sale device, either as a single terminal or with up to 12 terminals in a cluster.

According to Nixdorf, it can be easily enhanced to provide a complete hotel and restaurant management system with on-line access to RIO, a hotel management system from Nixdorf which runs on its 8860 computer.

A start of day procedure allows each individual terminal to be set up at the beginning of each session, staff signing on with their own ID codes.

Garcon Manager, a further variation on the theme, offers goods administration, menus, wine and receipt lists, profit and loss reports together with stock and management information.

The system is already in use in more than 100 hotels in continental Europe, Nixdorf claims. More on 01-570 1888.

Computers

Database

PRECISION Software has set up a new consumer division to develop programs for the Commodore 64 range of computers. Its principal product is Superbase 64 an information control system.

The company's consumer division has already signed up a network of six UK distributors for Superbase including Softsel and Lightning Records. More details from Precision in London on 01-330 7166.

Britain delays £1.5bn gas deal with Norway

BY IAN HARGREAVES AND RICHARD JOHNS

PROVISIONAL *terms for a gas* deal worth more than £1.5bn a year have been agreed between British Gas and Statoil, the Norwegian state oil company.

Approval of the deal, however, is being held up in Whitehall because of UK Government worries that the import of up to 5bn therms of gas a year from the Sleipner field could discourage UK offshore production, with serious effects both for tax revenues and British suppliers.

The Treasury, it is understood, has suggested that one way to compensate for the negative effects of Sleipner imports would be to allow, for the first time, gas from the UK continental shelf to be exported to the European Continent.

This would require an Anglo-Continental pipeline and, by linking the UK, the largest gas consumer in Western Europe, to the Continental grid, it would have a dramatic impact upon the European gas market.

The most immediate effect would be to give UK gas producers extra bargaining strength in negotiating contracts with British Gas, which the oil companies argue has been allowed to underpay for UK gas because it has no effective competition as a purchaser. British Gas is strongly opposed to lifting export restrictions.

The terms of the Sleipner deal remain obscure, but are thought to involve a price of 30p to 32p a therm (or $4.26 – $4.54 per million BTU) at current exchange rates, compared with the 22p to 23p concluded last year for smaller UK contracts.

The Sleipner price would still be lower than the $5.28 per million BTU set as the base price for higher quality Statfjord gas in a 1982 deal between Statoil and Ruhrgas of West Germany.

Sleipner's total reserves are put at 7 trillion (million million) cubic *feet, which would allow the field to* supply from the mid-1990s about 5bn therms a year of gas, equivalent to about one quarter of British Gas's supply needs.

British Gas's argument is that it needs Sleipner gas to take the place of declining imports from the Norwegian Frigg field and that it will still, in a growing market, require all the gas likely to be available from the UK Continental shelf.

Executives take over Hoverspeed

BY HAZEL DUFFY AND ANDREW FISHER

A TRANSFER of ownership of the English Channel hovercraft company Hoverspeed to a group of its directors and executives was announced yesterday.

The former joint owners, British Rail and the Swedish shipping group Brostoms, have disposed of the whole of their investment. The transfer of shares and debenture stock has taken place for a nominal sum.

The company has six hovercraft operating between Dover, Calais and Boulogne. It employs 600 staff, rising to 900 in the summer. It carried about 2m passengers and 250,000 *cars last year.*

It plans to increase capacity this summer, and the new owners said they believed "there is a reasonable prospect that trading operations in the year to October 31 1984 will generate a positive cash flow of £1m."

The new owners said that the combined losses incurred by the previous owners had been reduced significantly in the year to October 1983 and its cash position had slightly improved.

Hoverspeed was formed in 1981 from the merger of British Rail's Seaspeed subsidiary and the Swedish-owned Hoverlloyd. It lost £4m in its first year and has had problems caused by its reservations system, the failure of a French hover*craft to meet desired standards, and* the recent financial difficulties of Brostroms.

Honda to make UK motorcycle plant study

By John Griffiths

HONDA confirmed yesterday that it is to proceed with a feasibility study for a UK motorcycle plant, according to Reuter and Kyodo newsagency reports from Tokyo.

Mr Tadashi Kume, Honda's president, said the study would begin after an agreement was signed in March committing Austin Rover, the BL division, and Honda to joint production of a new executive car.

***Mr Kume gave no further* details of what type of motorcycle operation was envisaged.**

Honda's confirmation that it is prepared to go ahead with the study, first mentioned to the Industry Secretary a year ago, could be seen as a political move.

The company hardly needs the capacity: all the Japanese motorcycle makers have been forced to cut back their output sharply as the result of over-optimistic sales forecasts. *In 1982, the last* full year for which figures are available, the Japanese makers planned to produce 10m machines, but were left with heavy stocks worldwide even after cutting back to 7.4m.

Motorcycle makers have received signals from Europe exports must be moderated. The EEC Commission has given an informal warning that Honda, Yamaha, Suzuki and Kawasaki could face unilateral action by some European countries still with a motorcycle industry, notably France, West Germany and Italy.

Honda already has two European plants. One is in Belgium, producing 50cc machines, the other in Italy making 125cc models. But their output is small compared with the total number of built-up imports to Europe. The Belgian plant received 42,200 kits for assembly in 1982 – a big drop on the 68,000 of a year previously. The Italian plant received 9,500, down from 14,000.

In the same period, 681,293 built-up machines were imported.

***The UK could be seen as a log*ical choice for Honda to set up a plant.**

Lynton McLain looks at the problems in store for the world's busiest airport

Heathrow needs room to move

PASSENGERS using London's Heathrow Airport this summer may have to embark and disembark in the cargo area or the uncompleted fourth terminal because the airport is expecting to handle more passengers and aircraft than it was built for.

The airport will be so busy at the height of the holiday season that airliner traffic this year is set to exceed the Government's proposed limit of 275,000 aircraft movements for next year when the fourth terminal is operating.

Heathrow is already the world's busiest international airport, with a total 26.7m passengers last year. The new problems have arisen because patterns of air transport forecast in the 1970s have proved to be in reverse at Heathrow, causing the airport to run out of runway capacity.

The British Airports Authority, which runs Heathrow, is so concerned about the impending chaos that it wants a government limit *placed on UK domestic flights* allowed to use the airport "to permit continued growth of international services."

UK airlines wanting to start services in competition with established carriers such as British Airways *are being hit by the problem. "It is* an inescapable fact that both Heathrow and Gatwick are facing overriding capacity constraints which do not permit a completely free competitive environment in the south east," the BAA told the Civil Aviation Authority in its submission on airline competition policy.

British Midland Airways (BMA) starts its Heathrow to Belfast service in competition with British Airways on March 26, but it has been offered take-off and arrival times varying from those it chose by between 10 minutes and two hours. British Airways currently has unlimited "slots" for its Shuttle service according to BMA.

Genair, a small independent airline providing feeder services from the regions to the south-east's airports, applied for unlimited frequencies for its Blackpool to Heathrow service over 10 years. It was licensed *for only two flights a day* over two years. The earliest slot it was offered for this summer for arrival at Heathrow was 2½ hours after the requested time.

These problems highlight the changes since the 1970s, when the *trend was towards bigger jumbo* airliners and each jumbo carried more passengers than previous airliners. Airport authorities planned on the basis of fewer aircraft movements, but more passengers.

The reverse has happened at Heathrow. The average passenger load on aircraft using the airport has fallen since 1981, but the numbers of passengers has increased, reflecting the growth in the number of smaller airliners using the airport.

Forecasts from the Heathrow scheduling committee, which arranges aircraft movements, show an increase of almost 10 per cent in airliner traffic this summer compared with summer 1983. Airline movements at Heathrow for the whole of last year rose by only 3.6 per cent over the previous year.

The change arises from a return to growth after the recession, the development of new feeder services *and increased competition on UK* domestic routes.

This is in line with the more liberal approach of the CAA and the Government towards licensing the new, competitive services now under threat.

Total air traffic this winter and summer is expected to rise to between 277,000 and 287,000 movements, compared with 260,100 movements last year.

The committee, made up of airline representatives, wants the Government to review its 1985 limits, in view of the forecasts for this summer which "demonstrate a significant degree of saturation."

The arrival and departure capacities of Heathrow this summer will be "saturated for seven and five hours of the day respectively," the committee says. To reach this position, the committee had to ask airlines to make adjustments in their planned schedules of up to three hours.

Vehicle congestion in the central area of the airport, serving the existing three passenger terminals, is expected to be the limiting factor determining how many passengers can use the airport. "For the first time, the potential limit of 10,500 passengers an hour, associated with the threshold of vehicular congestion in the central area, has been reached this summer."

Thatcher firm on union ban at centre

By Our Political Staff

THE GOVERNMENT announced yesterday that there would be a full debate in the House of Commons on its withdrawal of trade union rights at the secret radio monitoring station at Cheltenham (GCHQ). The debate will be on Monday week – three days before the Government's ban comes into effect.

Mrs Margaret Thatcher, the Prime Minister, yesterday made a determined defence of the ban, despite suggestions for a compromise made on Wednesday by an all-party committee of MPs.

The major policy committee of the Council of Civil Service Unions yesterday decided that no concessions could be offered on two Whitehall proposals. These were that contact between the unions at Cheltenham and their national officers *should be restricted, and that* non-union staff at the centre should have equal rights of representation.

PSBR reduced to within £10bn target

BY PHILIP STEPHENS

A LARGE surplus on the Government's in January finances has cut the public sector borrowing requirement (PSBR) this financial year to £7.5bn, suggesting that the final outturn will be comfortably within the revised £10bn target for 1983-84.

The improvement contributed to an easing of upward pressure on the money supply, with the most closely watched measure, sterling M3, moving under the 11 per cent ceiling on its target range.

In the first nine months of the financial year the PSBR was £10.1bn, but the Treasury said yesterday that in the latest month the public sector had made net repayments of £2.6bn.

The repayment reflected expected seasonal inflows of tax revenues, which are traditionally heavy in the last months of the financial year, *coupled with a slowdown in public* spending.

None the less it was higher than forecast by most outside experts, and led to predictions by City analysts that, with only modest borrowing expected in the final two months, the PSBR will undershoot its target.

The Treasury claims the January figure is "consistent" with its target, but broker Simon & Coates predicted yesterday that the PSBR for the *whole year would total only £9.2bn.*

The Bank of England said yesterday that sterling M3 grew by 0.6 per cent in the banking month to mid-January – a considerable slowdown from the 1.3 per cent expansion in the previous month.

The pause reflected a much smaller contribution to money growth from the public sector and heavy net sales of gilts by the Government. It took the annual rise in sterling M3 since the start of the *target period last February down to* 10.7 per cent from 11 per cent in December.

LancerBoss in parts deal with Komatsu

By Peter Bruce

LANCERBOSS, the specialist UK fork-lift truck manufacturer, will begin importing partly finished Japanese lift trucks into Britain this year.

The company said it had signed a deal with Komatsu and initially would be importing components for 300 machines.

The deal covers trucks of up to three tonnes lifting capacity. It will *sharpen already stiff competition* at this end of the market.

It also opens the way for Japanese manufacturers to shore up their falling share of the UK truck market. LancerBoss would not put a price on the deal. It said Komatsu Forklift, the second biggest Japanese manufacturer, had agreed to distribute LancerBoss machines in Japan.

It is believed that LancerBoss will import Komatsu chassis, trans*missions and engines, and add peri*pherals, including a cabin counterweight and lift masts.

Airship Industries wins £1.5m JAL sale

AIRSHIP Industries has won its first commercial sale – a Skyship 500 to a subsidiary of Japan Airlines of £1.5m.

Mr Nick Greenwood, the UK ventures marketing director, said yesterday: "We are past the bad news, and are over the delays. Things are beginning to look very interesting."

The JAL sale marks Airship's second deal in Japan. In November last year, it leased a Skyship 500 to Dentsu, Japan's largest advertising agency, in a deal worth £1.05m. This airship will provide aerial television coverage of the Olympic Games in Los Angeles this summer.

The high cost of developing its Skyships – first the 500 series, and then the more sophisticated 600 series – and delays in winning an aerial work certificate, have led to a heavy drain of cash out of the company. In December last year, it admitted losses for the 14 months to March 31 1983 of £3.69m.

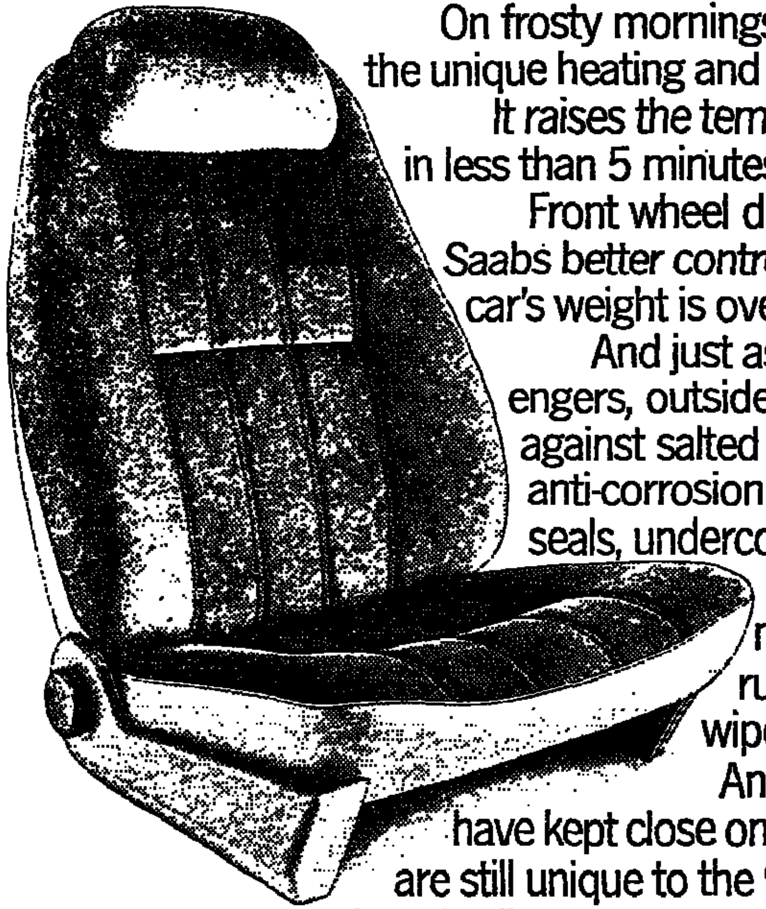
● **THE OFFICE** of Health Economics, a London-based research group, said yesterday it had incorrectly interpreted government statistics on tranquilliser use. Last week, it said consumption in the UK fell by about 15 per cent in 1983. The comparison was faulty because a class of anti-emetic drugs had been dropped in 1982 from the tranquilliser category.

The OHE said the real drop in use last year was closer to 4 per cent. Between 1978 and 1983, consumption had dropped by 19 per cent.

● ***THE CITY** of London office* market is showing distinct signs of revival after two years of weak demand. Some estate agents are predicting rent increases of up to 10 per cent during 1984. Prime rents stand at about £31 a sq ft which, together with property taxes, makes City of London office accommodation the most expensive in the world.

● **THORN EMI** Dynatel has signed an agreement with C-Cor Electronics of Pennsylvania to manufacture and distribute the American company's range of cable television equipment in the UK and other European markets.

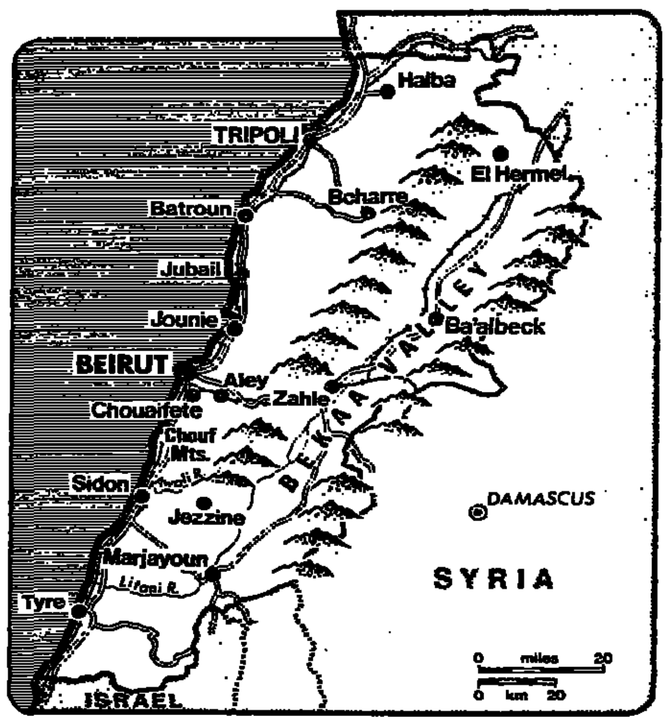
The deal is an important addition to the British *group's hardware* and software capability in cable television.



Back to square one—but with crucial differences

By Patrick Cockburn

Triumphant anti-government guerrillas after taking control of West Beirut last week. The insurrection marked the end of an era



THE INSURRECTION of February 6, the day when Moslem militiamen took over west Beirut from the Lebanese Army, marked the end of an era which started with the Israeli invasion of June 6 1982.

President Gemayel's authority is now confined to east Beirut and the narrow Christian enclave to the north. The attempt to set up a Lebanese state dominated by the Christians and closely allied to the U.S. and Israel has failed. The U.S. marines, the key symbol of American support, are being withdrawn.

A new balance of power is emerging, similar in some ways to Lebanon as it was before the Israeli invasion, but with certain crucial differences. Syria has reasserted its position as the predomnant foreign power in Lebanon. The Druze and Shia communities, each with its own heavily armed and well organised militia, now dominate Moslem politics in the country. The Palestine Liberation Organisation has gone.

The Christians, and the Phalange Party which has come to dominate their politics, are licking their wounds. The last two years have been disastrous for them. The initial euphoria which greeted the expulsion of the PLO by the Israelis is replaced by despair.

Christian hopes were based on the assumption that they had a strategic long-term alliance with the U.S. The marines, based near Beirut Airport, and the sixth fleet offshore were a symbol of a new protectorate. In the hills above Beirut, Israeli troops and tanks looked solid allies.

The policies pursued by President Gemayel in his first six months in office assumed that the new balance of power in Lebanon was permanent. Little effort was made to concilliate the Moslem communities and members of the Phalange Party occupied key civil and military posts. Syria was thoroughly alienated by the May agreement between Israel and Lebanon and established the National Salvation Front as a platform for the Lebanese opposition.

In the first six months of last year the Government seemed blind to the consequences of these developments.

The destruction in April last year of the U.S. embassy on Beirut seafront was the first warning of the ruthlessness of the Syrian response to its defeat the previous year, but the limited nature of Israeli and U.S. involvement in Lebanon only gradually became apparent.

In this special six-page report FT Middle East experts report on the economy, on living conditions in Beirut, and on the new balance of power among the ethnic groups, Israel and Syria.

Two key events made plain the degree of foreign support upon which President Gemayel could rely. The withdrawal of the Israeli army from the hills overlooking Beirut back to the Awali in September showed that Israel had abandoned its bid to become the predominant power in Lebanon. The broader ambitions of General Ariel Sharon, the Israeli Defence Minister, who launched the invasion of 1982 were abandoned, Israel's alliance with the Christian Phalange Party was a tactical matter.

The takeover of the Chouf and Aley Mountain regions by the militia of the Druze Community, heavily backed by Syria, was inevitable once the Lebanese Forces—the militia of the Christian Community—were robbed of Israeli support. In a few days the Druze, under Mr Walid Jumblatt, captured the town of Bhamdoun and linked up with the Syrian army.

The other key event last year was the failure of the U.S. to react against Syria or Syria's allies in retaliation for the suicide truck which killed 241 U.S. marines on October 23. The limits of U.S. involvement in Syria were exposed. It became clear that, in the immediate future, neither the U.S. nor Israel was prepared to fight a full scale conventional war with Syria.

The importance of these decisions is that it left Syria and its allies largely free to establish their predominance over most of Lebanon. Damascus has said that it wants to avoid a war with Israel while it is strategically inferior. Confident that Israel will not fight, the Syrians are free to expand their influence.

After Saudi mediation had ended the mountain war the Druze militiamen dominated the ridge line overlooking the capital. They and their Syrian backers controlled 400 guns and multiple rocket launchers in the mountains behind them. The only way their grip on the capital could be broken, if full scale foreign intervention was ruled out, was by building up the Lebanese Army. This was a main theme of American policy. Infantry and tank battalions were trained at speed and plans made to secure and expand government control over greater Beirut.

But the army is not separated from Lebanese society. Some 57 per cent of its 37,000 men are Moslems and perhaps 30 per cent are Shia. Even with full American support the use of the army could only really be effective if a political consensus was first created. This did not appear to be sufficiently appreciated by President Gemayel's Government or in Washington.

At the beginning of this month a military initiative by President Gemayel was expected, starting with an attempt to close the Chouaifete Gap—the tongue of territory linking the Druze in the mountains to the independent Shia enclave in the southern suburbs of Beirut.

In the event it was Amal, the Shia paramilitary movement, which attacked first. The army shelled the southern suburbs. Mr Nabih Berri, the president of Amal, broke with President Gemayel, the Cabinet resigned and some units of the army defected. In a single day of fighting West Beirut fell to the militiamen.

As a nation state Lebanon no longer exists. The east and north of the country is held by the Syrians, part of the mountains and two thirds of the capital by Moslem militias, the Christian enclave by the Phalange and the army and the south by the Israelis. The political reality of Lebanon is now a mosaic of armed communities and it is to these, not the nation, that ultimate loyalty is given. Any modus vivendi in Lebanon needs to recognise this fact.

The old six to five distribution of posts within the Government and administration in favour of Christians no longer has any relation to the balance power within Lebanon. The Shia are now the largest and most powerful sect, the Sunni have less influence, the Druze are in total control of their part of the mountain. Equally significant there is no state machine within which to share power. President Gemayel admitted to holding only 10-15 per cent of Lebanon even before he lost West Beirut.

It is significant that Syria and the National Salvation Front is not asking for President Gemayel's resignation, but the most important need is for a real ceasefire to be agreed and, if possible, policed by the UN. Otherwise diplomatic moves will be overtaken by incidents escalating into fullscale war. This will be possible only if the Syrians ask the Soviet Union not to use its veto at the security council opposing the use of UN troops, if they can be found for such a dangerous mission, in and around Beirut.

Some such move is also needed if there is to be any chance in the future of arresting and reversing the economic decay of Lebanon. Standards of living have dropped since the start of the civil war in 1975, much of the money entering the country is in the form of remittances from the 300,000 Lebanese who work abroad out of a labour force of 1m. There is little aid and the weapons for the army were paid for in cash.

To fund itself the Government has borrowed from the 91 Lebanese banks leading to a sharp rise in the public debt.

The closure of the schools and the institutions of higher education for an extended period means an inevitable drain of skilled and well educated Lebanese going abroad. They have little enough reason to stay. Industry is at a standstill and Lebanon is no longer a single market supplied from Beirut.

If anything is to be done then the initial aims should be very modest. A national Government of any real authority is out of the question for the moment. A more stable equilibrium can be created between the different communities but probably only if the U.S. talks to the Syrians.

The Israeli position is somewhat different. It is facing continual guerrilla attacks behind its front line which inflict politically damaging casualties. In Israel itself there is no desire for an all-out war with Syria and the administration of Mr Yitzhak Shamir as Prime Minister is not expected to last long.

In any case the Israelis have achieved the main objective of their 1982 invasion. The PLO is no longer a political force in Lebanon. The Syrian triumph is one with strict limitations and Damascus would find it difficult, if not impossible, to absorb Lebanon. Its victory has been largely defensive. The hopes of Mr Menachem Begin, the then Israeli Prime Minister, and general Ariel Sharon, his Defence Minister, that they would gain a friendly Christian-run state on their northern borders have long disappeared but Syria also knows that it would lose a war with Israel.

Within Lebanon the most positive step by President Gemayel and the Phalange Party would be to understand the lessons of the last six months, however unpalatable they may be. Neither the U.S. nor Israel will intervene in sufficient strength to change the balance of power in their favour. The Christians need to reach an understanding with their enemies. A sense of self-preservation alone should dictate this and the dream of a foreign protector abandoned for the illusion it has always been.

Twenty five years in the life of a tragic nation

AMERICAN marines first stormed ashore in Beirut on July 15, 1958, the day after a revolution had overthrown the monarchy in Iraq. They were called in by then President Camille Chamoun to put down an uprising inspired, it was said, by Syria and Egypt which then formed the United Arab Republic.

The U.S. said it had intervened to preserve "the independence and integrity of *Lebanon which we deem vital* to the national interest and world peace." When the marines withdrew on October 26, political stability had been re-established and Beirut increasingly won a reputation for being the banking centre and playground of the Middle East.

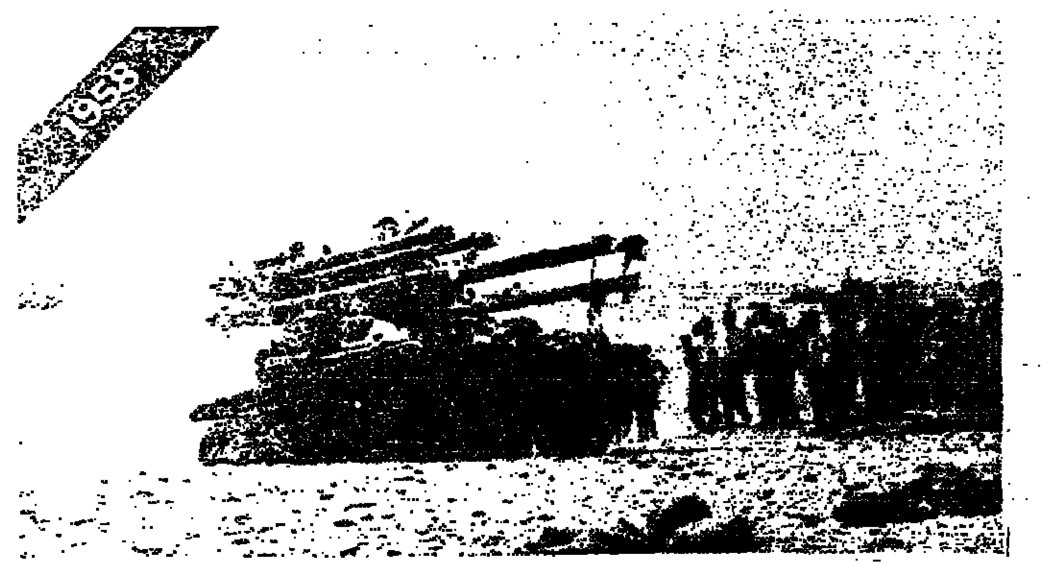
But by the early 1970s, the political, economic and social tensions of the country were deepening, *exacerbated by* the presence of Palestinian guerrilla fighters. In 1975 the civil war erupted and in 1976 Syria intervened militarily on the side of the Christian Maronite community which looked to be facing possible defeat.

An uneasy military stability returned but with the PLO becoming a state within a state and using south Lebanon to launch attacks on Israel, it was not to last. Israel invaded in March, 1978, to push the PLO guerrillas back from the border and caused a flood of refugees to head north to Beirut.

In June 1982, Israel invaded again to spark off the present crisis. The U.S. marines returned in August and September 1982.

It was 13 months later that a suicide truck driver detonated a bomb at their headquarters killing 241.

Last week President Reagan announced that he was to *withdraw the marines, but* this time there was still little sign of any long-term political stability.



The first American intervention in July, 1958

Lebanese refugees on the move after the 1978 Israeli invasion

Patrick Cockburn examines the grim prospects for a fragmented country

Economy runs into a blockade

"THE ECONOMIC system is dissolving," said an economist in *Beirut as he examined the consequences* of the last six months of fighting. "If present conditions continue for another two or three months we will suffer from unemployment and bankruptcies on a mass scale."

The economic situation was bad in 1982 before the Israeli invasion. The national income is estimated to have dropped by 20 per cent since 1974, the last year of normality before the start of the civil war. There was a brief resurgence in the first six months of President Amin Gemayel's Administration but in the months since the economy has nosedived.

This is hardly surprising. Greater Beirut, where half the population of Lebanon normally lives, is suffering from an economic blockade. As a market Lebanon is now fragmented. The Bekaa Valley, indeed the whole east of the country, is served by only one mountain road which winds through the Syrian lines and in winter is often blocked by snow.

Israel is increasingly supplying south Lebanon behind the Awali River. For several months at the end of last year cars and commercial vehicles took six or seven days to pass the checkpoint on the bridge north of Sidon. Transportation costs have increased 200 per cent according to a report by Sidon Chamber of Commerce and Industry.

Goods from Beirut can get to Tripoli, Lebanon's second largest city, but here again trade is disrupted by the fighting. The war between the pro- *and anti-Yassir Arafat factions* of the Palestine Liberation Organisation in and around Tripoli led to the complete disruption of economic activity last November and December.

The same fragmentation takes place within Greater Beirut. The industrial area to the south of the airport at Chouaifete provided some 40 per cent of the country's industrial *exports. It is now at the* centre of much of the fighting and production is minimal; it is remarkable that anything is being produced at all.

Industrial area is at centre of fighting

Most of these industries could start working again if a reasonable degree of security were to return but Lebanon's industrial capacity has been badly hit since the civil war. Textiles, garments, leather, shoes, furniture have been progressively run down and today the shops in Beirut are overwhelmingly filled with foreign goods. President Gemayel's Government has had some success in clamping down on the smuggling into illegal ports up and down the Lebanese coast which used to prevent tariffs protecting local industry.

The Lebanese standard of *living would have been worse* hit by the civil war if it had not coincided with the oil boom in the rest of the Arab world. Lebanon was robbed of its *ability to benefit fully from this,* but the remittances of the 300,000 Lebanese working outside the country out of a labour force of 1m became a principle buttress of the economy amounting to perhaps 40 per cent of the national income.

Total remittances, including the repatriation of Lebanese businesses working in the Gulf, were about $2bn in 1981 but they are slipping as the fall in the price of oil makes itself felt in the oil states. This year remittances may be down to around $1.2bn, further reducing consumer demand. Remittances for investment purposes has almost dried up.

Although job and business opportunities may be diminishing in the Gulf the chronic and dangerous insecurity of the last six months is leading to a further exodus of Lebanese. Entrepreneurs and those with high technical qualifications now have little expectation of their political future improving. Those with capital have no incentive to invest.

Palestinians, in particular, have been leaving when they can find anywhere to go. Many of this 350,000-strong community, highly educated and a major source of remittances flowing into Lebanon, has been looking for a more secure place to live since the Israeli invasion. The economy also benefited from the spending of the Palestine Liberation Organisation which ran its own welfare system in the camps.

With steadier oil prices, remittances flowing into *Lebanon may increase again but* the chronic insecurity makes the country less and less attractive to returning Lebanese *emigrants. In addition to the* chronic insecurity the country's infrastructure, never very advanced, has deteriorated markedly in nine years. Roads were always appalling, the telephone system bad and the education system deteriorating compared to other Mediterranean states. To this is now added only six hours of electricity a day and an 8 pm curfew.

91 banks affected by dire state of the economy

The dire state of the economy as a whole inevitably affects the 91 banks in Lebanon. Many loans are clearly uncollectable and there is little borrowing for investment. The last big real estate deal was the sale of the Moscow Narodny Bank early last year.

Ironically, the inability of the banks to find prime borrowers in the private sector has benefited the Government. With very low tax and customs revenues it has relied primarily on borrowing from its own banks to fund its expenditure. The public debt has risen from *L£2.4bn in 1978 to L£23bn* today.

Most of this borrowing is in the form of short-dated Treasury bills and for the moment *the Government will continue* to rely on them to fund its expenditure. But the banks are beginning to reach the limit of what they have available to lend the Government and real problems will begin in nine months to a year.

The Government needs to borrow these sums because of the steep increase in its military spending. The army is being wholly re-equipped and expanded. Payment of the 37,000 troops in Lebanese pounds is not a problem but some $1.2bn was spent last year for new equipment, most of it purchased in the U.S. Another $1bn will be spent this year in foreign currency and then the figure will drop to well below $500m.

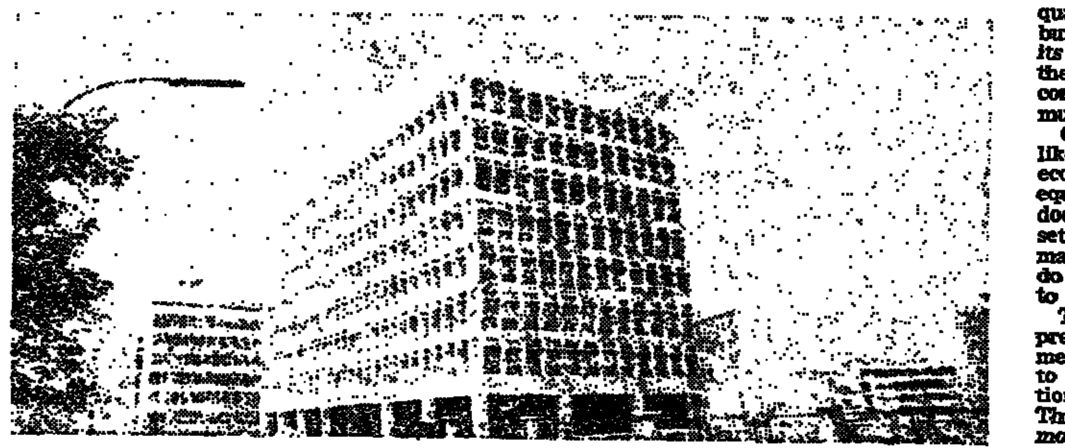
It is a matter of concern to the Government that it has failed to get extensive credits or grants from the U.S. administration to cover these sales. Further fighting will increase the above figures. The three weeks war last September cost $220m in ammunition alone.

There is little aid from other sources. Even if there was a political settlement acceptable to the other Arab states, aid from the Gulf would be limited because of the fall in oil revenues.

This lack of funds and the insecurity means that little active work is being done to implement reconstruction plans. Mr Rafik Hariri's company is continuing its reconstruction work in the old commercial quarter of Beirut which was burned out in the civil war. As *its fine streets re-emerge from* the rubble they form pleasant contrast to the tattiness of much of the rest of Beirut.

Other schemes must wait, like everything else in the economy, for some political equilibrium to emerge. This does not have to be a final settlement but the Lebanese, no matter how inured to violence, do need a minimum of security to do any productive work.

The continuation of the present political impasse will mean that Lebanon will revert to a level of skills and occupations typical of much of the Third World. The educated will *move elsewhere to work and to* educate their children and the loss of this human capital will not be reversible.



The inability of the banks to find prime borrowers has benefited the Government. Above the Central Bank of Lebanon

The key statistics

Area: 10,400 sq km/3,950 sq *miles.*

Population: est. 3.5m with over 1m in Beirut.

Confessional breakdown (*estimated): Maronites* 900,000; Orthodox 250,000; Greek Catholics 150,000; Shi'ites 1,100,000; Sunnis 750,000; Druzes 200,000; Armenians 175,000; other Christians 50,000.

Military Forces in Lebanon

Lebanese Army—Nominally 37,000 strong but reduced by recent defections.

United Nations Interim Force in Lebanon (UNIFIL) — 5,310 strong composed of Norwegian, Swedish, Dutch, French, Ghanaian, Senegalese, Irish, Fijian, Italian and Finnish troops, deployed since 1978 Israeli invasion in border zone.

Lebanese Forces (Maronite) —10,000-15,000 strong loyal to the Gemayel family, under command of Fadi Frem.

Progressive Socialist Party/ Druzes Forces—5,000 strong led by the Jumblatt family.

Amal (Shi'ite)—10,000 strong plus unknown number of reservists under Nabih Berri.

Free Lebanon Army/Militia of the late Sa'ad Haddad—1,500 strong Israeli surrogate force backed by small auxiliary groups locally recruited in Israeli-occupied areas.

Source: Minority Rights Group

THE CRISIS IN LEBANON

Beirut as the playground of the Middle East

Moslem guerrillas in the second civil war

Israeli troops head towards Beirut again

The carnage after 241 U.S. marines were killed last October

Nora Boustany reports on the strain of life in Beirut

The hour by hour battle for survival

AN ORDINARY life has become a luxury, if not an impossibility, in Beirut.

Anxieties, danger and fear of death leave one with little time to waste. Survival is a perpetual concern to some, a habitual challenge to others.

Terrible visions of car bombs and persistent tension from haphazard shelling is part of the furniture cluttering the minds of most Lebanese. Rushing to a shelter, basement or corridor at the first thud of rockets or mortars has become a reflex response.

News reports from five radio stations every 15 minutes blare out of each home, each car, shop or street trader stand. Nobody can shut himself off from the broadcasts, equivalent by Lebanese standards to weather bulletins.

The hum of power generators buzzes in every other boutique, office, ice-cream parlour or beauty salon. Noise is an inconvenience with which one learns to live. Direct physical hardships have become part of one's normal setting.

"I can now fall asleep to the sound of gunfire—it is the *silence* that disturbs me. When it is quiet you can't help but worry about the next event. When it is happening you learn how to block it out," said a Beirut resident.

Most psychologists agree that people can stand stress and strain for a while, but here in Beirut the emotional reservoir for adjustment is wearing thin.

A leading Lebanese psychiatrist, Dr Abdel Rahman Labban, says that there is more self-medication now. Sedatives, sleeping pills and across-willed. Though alcoholism has never been a problem in Lebanese *society*, drinking has become more frequent and is used as a tranquiliser, he adds.

What is often referred to as the "resilience" of the Lebanese is more of a cliche than a reality these days, comments a former insurance salesman.

"The Lebanese have become more superstitious and in constant search of illusions," he says. To many, this makes dealing with reality even more difficult to others, who can be classified as thrivers, work and productivity are the best therapy.

Following a night of shelling, Jalaeddine Fawwaz, an engineer and contractor, said he stayed up working on the pricing of a new bid. The manager of a computer training centre in West Beirut says that some employees are constantly on the verge of collapse especially following bouts of fighting—"*but there are those who* become over-efficient. I think they believe they are superhuman, there is no in between."

> **'I can now fall asleep to the sound of gunfire. It is the silence that disturbs me' —a Beirut resident**

When a big crisis sets in, with international dimensions and a total breakdown of law and order, concern about immediate comfort, food, gasoline and other supplies becomes paramount. "Everyone is living hour by hour," said Tammam Salam, head of the Moslem Maqassed Charity Organisation and son of the former Prime Minister, Saeb Salam.

Long queues for petrol, and lines in front of bakeries, convoys of refugees lugging their mattresses—such scenes may make front-page pictures in other countries, but in Lebanon they are commonplace. Photographs of the misfortunes of others are buried inside newspapers. The threshold of violence has become so high that it now takes truckbombs, not car bombs, and collapsed buildings and neighbourhoods to get on the front page.

A recent grim joke reflects a mood of cynicism and helpless resignation to adversity. It is about a Lebanese resident who went to see a fortune teller in 1975, when Lebanon's nightmare of warfare and conflict began.

"What is 1976 going to be like?" he asked.

"It will be much worse," she told him.

"And the next year?"

"It will improve somewhat, but politicians will be killed and things will collapse at the end."

"What about 1978?"

"Disaster. There will be battles with the Syrians, and the Israelis will push into South Lebanon," she prophesised.

"And in 1979?"

Calamity. The success of the Iranian revolution will have grave consequences for Lebanon."

"And then?"

"Oh, 1980 will certainly be unpleasant. The Christians will fight among one another, a conflict will begin between Shi'ites and Palestinian guerrillas."

"The year after?"

"Don't hold your breath—there will be car bombs galore, diplomats will be kidnapped and assassinated."

"Um—and in 1982?"

"There will be a massive Israeli invasion, a young President will die tragically. Hundreds will massacred!"

"Will there be a 1983?"

"Certainly, a fatal year. A mountain war—Lebanon's last chance for co-existence will be shattered, the Syrians will fight the Palestinians."

The resident paused and wondered whether there was any point in asking further. Then he tried for the last time.

"Tell me quickly about 1984," he urged the fortune teller.

"Aha—don't worry. By then my friend, you will get used to all this," she assured him.

Such humour is a way of alleviating the tension.

When an 8 pm to 6 am shoot-to-kill curfew was imposed on Beirut, it threw people into deep depression. The outlet of socialising, visiting friends, going to restaurants, or just taking walks for the less-priveleged, was taken away. Power rationing, because of damaged cables from the continuous fighting around Beirut, plunged the area into darkness.

No electricity meant no television, no video and no reading light, unless you could afford a generator.

Batteries, re-chargeable neon lights, candles, flashlights as well as gas lamps became essential consumer items. An anecdote on the curfew is often told: a policeman, standing at a checkpoint, shot at a passing motorist at 7.45 pm.

"Why did you do it? There are 15 more minutes," reproved another security officer.

The policeman replied: "I know where that man lives. By the time he gets there, it will be five past eight."

This joke has had mixed reviews. It makes some people laugh, but one woman, waiting for her husband to return from work, burst into tears upon hearing it.

The hazardous nature of city life has helped residents to develop a special kind of intuition and skill on how to make it across town. Diplomats, businessmen and journalists who have to venture out into the streets often trade danger-minimising-techniques.

"At every checkpoint, I smile innocently and wave. The chap standing their automatically raises at least one hand away from his gun to wave back," mused Perry Nolan, an Australian diplomat, who claims he is now quite used to Beirut's unpredictable barrages and dare-devil driving.

"Walking through the streets of Beirut is like playing Russian roulette," says a Lebanese store-owner who keeps his family in Cyprus.

"There is one difference—you do not control the trigger."

Ghassan Chahin says he travels back and forth to Cyprus when he can, provided the airport is open.

So far, banks, service-oriented businesses and even certain schools have managed to remain open by decentralizing and expanding into several branches in and outside the capital, thus eliminating the chances of inaccessibility.

The most stoic and courageous Lebanese are the many rescue workers and ambulance drivers working for the Red Cross or for civil defense outfits.

Hisham Siblini, a girl of only 17, says she has no time for fear: "You think of only one thing—getting to your destination and saving as many people as you can."

At least 21 young rescue workers have been killed over the past year. There now remains little respect for human life or relief activity here. An enormously high number of teenagers and university students are enlisting.

> **'Some employees are constantly on the verge of collapse, but others become almost superhuman. There is no in-between.' —Beirut businessman**

"These young men and women are 'driven.' They believe they can best escape death by not worrying about their physical safety, but by saving others," observes a doctor working in the emergency wards of the American University of Beirut Hospital.

The more passive repress their anxieties which then find expression through other channels. Dr Labban observed that, in the last two years as peace plans failed and crises developed with increasingly disappointing political initiatives, civilians are in need of psychological care.

"Psychosomatic effects are increasing. Heartdisease, gastric disturbances and ulcers are very frequent among younger generations now," he adds. Daily claims of imminent reconciliation and dramatic visits by statesmen have lost their soothing influence.

To the educated and professional classes, alienation within one's own sect or among others has made psychological survival much more strenuous. A tug-of-war between the sectarian and national self-concept has engendered edginess and a general sense of malaise. People fel that they are constantly being tested.

"Have I said the right thing? Do I seem neutral enough?" are nagging questions."

"Victims who cannot subscribe to a neat arrangement along demographic or confessional lines have to work their way through social barbed wires," according to Dr Labban.

Polarisation, suspicion and chronic distrust among sects is stressful that people talg of "a miraculous *coup de force* or some surgical (military) solution."

Even well-red ideologues are drawn into violent acts, even though immoral, to ease their tension, Lebanon appears trapped in a contest of aggression. The use of force has become an acceptable norm to put an end to Lebanon's prolonged nightmare. Aggression has become one of Lebanon's most feared escape mechanisms.

THE CRISIS IN LEBANON

Patrick Cockburn and Stewart Dalby discuss the five major ethnic groups on this and the following page

Why the Druze are in confident mood

IN THE mountains to the east of Beirut the Druze community has created what amounts to a separate state over the last six months. The Christian militiamen who came in on the heels of the Israelis were defeated last September and Christian villagers, caught up in the rout, have fled. In the thick, green forests which cover the sides of some of the mountains the blackened ruins of Christian villages are inhabited only by Druze fighters.

The Druze also suffered losses in the war. Their wounded may have numbered as many as 1,500 say diplomats. The town of Aley on the ridge line overlooking Beirut has suffered heavily from sustained artillery bombardment. The large township of Chouaifete on the southern outskirts of the capital is largely Druze and a strategic point which Druze and the *Lebanese army battled to* hold.

But despite the casualties and material damage the Druze community is in a confident mood. It is more united than ever, it is closely allied and heavily sup*ported by Syria and it is in* a position to defy its enemies. To many people's surprise Mr Walid Jumblatt has made himself paramount leader of the Druze, occupying an even stronger position than his *father whom he succeeded* on his assassination in 1977.

It is a measure of the degree to which Mr Jumblatt has seized the initiative that there can be neither peace nor war in Lebanon without him. It is he and his Syrian backers who control the 400 guns and multiple rocket launchers in the hills above the capital. They can close the airport or bombard the U.S. marine base at will.

Yet Jumblatt is not the Syrian puppet his enemies often portray. He is clearly dependent on them for arms and back up but the Syrians also need him badly. They cannot do without him. The Druze were the key through which Syria returned to its position of predominance in Lebanon. The National Salvation Front, to which Jumblatt belongs, together with such Lebanese notables as former President Suleiman Franjieh and former Prime Minister Rashid Karami, only has real influence because of the Druze and their militiamen.

This resurgence of the Druze was born of desperation. They, like the Maronite Christians, used the mountains of Lebanon as a refuge against persecution for hundreds of years. Their religion, a secretive esoteric brand of Islam, bound their community closely together. Their sense of solidarity is strong.

Less numerous than the Maronites or the Sunni they were still able to form part of the Lebanese ruling elite up to the 1975-76 civil war. Mr Kamal *Jumblatt, Walid's father,* was the leader of the opposition coalition of Moslems, leftists and PLO, called the National Movement, whose success was thwarted by Syria.


Jumblatt: paramount leader

In many ways Walid is a more conventional figure than his father. By the time he was forced unwillingly to take over leadership of the Druze—the leadership is hereditary and has long been held by the Jumblatt or the Arslan family—Lebanese politics had regressed even beneath the primitive levels of development existing before the civil war. Confessional allegiance and alliances with foreign powers had become the political reality for Lebanese. Constructive politics had withered in the civil war.

The Druze did not fight against the Israeli tanks sweeping through their mountains to cut the road linking Beirut to Damascus. The PLO later spoke bitterly about this but there was little the Druze could do to stop the Israelis. In any case they have always had links with Jerusalem and Druze fight in Israel's army—giving Mr Jumblatt a useful diplomatic card to play the following year.

The Druze had not played a significant military role in the civil war despite their political influence. Over 170 Christians were killed in 1977 after Kamal Jumblatt's assassination but there had been no sectarian massacres in the mountains since 1860. Now the Lebanese Forces—the Christian Militia—moved in.

Almost immediately fighting began. *Aley was taken back by* the Druze in early 1983 but the Israelis still had a strong presence in the mountains. The real offensive came only when Israel fell back to the Awali River north of Sidon. The Druze were ready to attack an enemy which continued to underestimate them.

After a few days fighting they assaulted and took the town of Bhamdoun. Its shattered shop fronts and blasted buildings are evidence of the ferocity of the fighting. *They thus linked* up with the Syrian forces in the Bekaa Valley and Sofar. The Druze then swept south driving out Christian militiamen and villagers back to the town of Beir alQamar which they *blockaded. There were massacres* on both sides.

The subsequent attacks on the Lebanese army at Souq al Gharb were irrelevant to their success. They failed to take the town but the army also failed to close the so-called Chouaifete Gap. This is a vital tongue of Druze territory which stretches down the mountainside and links the Druze to the Shia enclave in the southern suburbs.

Whatever happens the Druze mini-state is unlikely to be dissolved for many years. Along with other groups in Lebanon, after nine years fighting the Druze feel the need for physical safety within a single territorial entity. They are not numerous enough, however, to create their own national state and in the long term their interests are in recreating some form of central authority which can stop violence being the main form of political expression in Lebanon.

The rise and fall of the Palestinians

UNTIL THE Israeli invasion of 1982 the Palestine Liberation Organisation was the strongest military force in Lebanon after the Syrians. It controlled west Beirut and parts of the south. For the 425,000 Palestinians in Lebanon the PLO provided protection and the camps organised welfare and benefits.

The departure of the PLO from Beirut after a prolonged siege in 1982 left the Palestinians bereft of such protection. Their need for it became immediately apparent when the Lebanese Forces—the Christian militia—massacred over 900 Palestinians in Sabra and Chatilla camps in south Beirut.

"The main pre-occupation of Palestinians in Lebanon is survival," says a Palestinian observer in Beirut. Many have departed either with Mr Yassir Arafat or have not been able to return from jobs in Saudi Arabia or the Gulf. The camps are largely populated by women, children and old men.

Fears of renewed massacres have not died. Palestinians have been killed around Ein al-Helwe camp in Sidon. Many *others, perhaps 140,000, are con*sidered to be in Lebanon illegally by the Government. They are liable to arrest and expulsion. This has made it very difficult to obtain jobs even when they were available in Beirut and elsewhere.

The defeat of 1982 was compounded by mutiny within Fatah the following May. Led by Abu Mousa, a respected colonel based in the Bekaa valley, the mutineers, clearly linked and encouraged by Syria, demanded fundamental reforms within the PLO and a harder line against talks with King Hussein on the Reagan plan.

The split came in part because Mr Yassir Arafat, chairman of PLO, refused to recognise what had happened in Beirut as a defeat. He had lost his independent political base from which he had for so long balanced one Arab state against another. All his armed forces were in Syria or in parts of Lebanon — the north and the Bekaa — controlled by the Syrian army.

Despite this he rejected a cooperation agreement with the Syrians, talked with their arch-enemy King Hussein and toyed with the Reagan plan which President Assad had denounced.


Arafat: rejected co-operation with Syria

"Arafat seems to have lost his sense of reality," said a diplomat at the time, "is he living in a dream world?"

Arafat succeeded in getting the worst of both worlds. He did not reach agreement with King Hussein but he mortally offended the Syrians. At the same time, anger was growing in Fatah against Arafat and his entourage.

To the fighters who had wintered in the rain-soaked Bekaa Valley, many of them guilty that they had left Palestinian civilians to die in Chatilla, Arafat's ambiguities were not enough.

An attempt to change the PLO commanders in the Bekaa valley sparked off the mutiny. Arafat's relations with the Syrians deteriorated. He rejected the idea that he should become a figurehead leader of a PLO *more closely under the con*trol of Damascus. Eventually he and his main aides were expelled from Syria and returned to the new PLO headquarters in Tunis.

Arafat and his followers were clearly defeated but his opponents were unable to build on the discontent felt among Palestinians in Lebanon and the rest of the Arab world. Abu Mousa and Abu Saleh appeared to beat the beck and call of Damascus.

This loss of credibility was made all the worse when, after Arafat had returned to Tripoli in August, the rebels began to move against him. The last loyalists were shepherded out of the Bekaa Valley by Syrian tanks. In November the mutineers led by Captain Ahmed Jabril of the Popular Front for the Liberation of Palestine attacked the camps of Nahr al Barid and Beddawi near Tripoli.

Arafat was suddenly at the centre of world events once again. Television crews haunted the street outside his office. The rebels and their Syrian supporters had succeeded in propelling him back into centre stage. When he finally sailed out of Tripoli the rebels had *little political credibility left.*

Yet their original policies were not unrealistic. If the PLO is seriously thinking of fighting Israel, as it says it is, then it is never going to do it by itself. The only Arab state likely to *fight the Israelis is Syria and* therefore it seems logical to accept political reality and form an alliance with the Syrians.

The rebels clearly lost at Tripoli but how much did Arafat really gain? He immedi*ately went to see President* Mubarak. This alienated the neutral leaders like George Habash who remained in Damascus. Once again Arafat appeared to be the opportunist making up his lines as he went along.

Arafat *is* a guerrilla leader without an army anywhere near Israel. His base in Tunis is far from the centre of Middle East politics. He still remains the symbol of Palestine but the power to take decisions on *Palestine* and the Palestinians has reverted to the Arab states, where it was before the 1967 war.

Jordan, Egypt, Syria, Libya and Saudi Arabia are all taking part of the authority which once belonged to the *PLO.* In Lebanon the rebels can make little impact. It is not only that they are disliked by the Christians but they are unacceptable as allies to the Druze and the Shiah. It is difficult to see how the PLO in any *form* can ever resurrect itself within Lebanon.

As a political community the Palestinians are now a meagre force in Lebanon. Many stay because they have nowhere else to go. Chatilla *and* Sabra were shelled by the Lebanese forces at the start of this month killing a few of the survivors of the 1982 massacre.

Arafat remains popular but, because of their desperate need for protection Palestinians will look to Syria and its allies. However, in the politics of Lebanon they no longer count.


Wazzan: he resigned as Prime Minister

Sunni lacking leadership

THE SUNNI Moslem community in Lebanon were among the main losers in the Israeli invasion of 1982. They lost their main political and military ally with the departure of the Palestine Liberation Organisation. They were faced with Israeli rule in Sidon, predominantly Christian rule in Beirut and anarchy in Tripoli—their three main centres.

In the days since the PLO's departure, it has proved difficult for the Sunni to adapt to changed circumstances. They are without a strong or coherent leadership, they do not have a real territorial base in the sense that the Druze have Aley and the Chouf, and their militia is weak with corruption.

All the running for the Lebanese Moslems has therefor been made by the Druze and the Shia over the last year. The Sunni establishment were the last Moslem leaders to sever their links *with President Amin Gemayel.* They still had a certain stake in the system in that Prime Minister of Lebanon has to be a Sunni but Gemayel provided *little* enough for them.

Adhesion

Yet for President Gemayel the adhesion of various Sunni leaders or at least their tacit support was vital for his future. They gave him at least an appearance of running a government which was not an extension of the Phalange Party. The resignation of Mr Chafic al Wazzan, Prime Minister since 1980, was the moment when the regime began to fall apart.

It is not clear, at the time of writing, who will replace Mr Wazzan, but there is no Sunni leader similar to Mr Walid Jumblatt in his control of the Druze or Mr Nabih Berri among the Shia. Mr Saeb Salam—ageing patriarch of the Sunni and conduit for money dispensed to the Sunni by Saudi Arabia and for long friendly to Gemayel—is today a somewhat isolated figure.

Mr Rafik Hariri, the businessman and a close confidant of the Saudis, has become the interlocutor between the Saudis, the Syrians and the different Lebanese parties. A Sunni from Sidon, his influence has steadily increased.

In the north Mr Rashid Karami remains powerful in Tripoli because of his traditional position there and his links to Syria. He is a member of the National Salvation Front along with Mr Jumblatt and Mr Suleiman Frangieh.

Resignation

The uprising in west Beirut on February 6 owed a lot to Mr Wazzan's resignation, but on the streets it was noticeable how far the running was all made by Amal, the Shia militia, and the Druze. The Morabitoun were little seen, unlike other Moslem groups they had an investment in power of the state and the effectiveness of state and official military machinery which limited their desire for an autonomous militia force.

The Sunnis make up 25 per cent of the army. According to diplomats in Beirut, their shift away from President Gemayel was vital to the change in his fortunes.

The Sunni leaders must now look to Damascus and accommodate themselves to what appears at the time of writing to be a Syrian triumph. Figures like Mr Selim al Hoss are expected to emerge as a new Prime Minister and the road to Damascus is likely to become well trodden.

The problem for the Sunni is not only the lack of a single credible party or militia like Shia, Druze or Maronites but that the Shia are increasingly numerous in west Beirut. Areas that were once solidly Sunni now have posters of Shia heroes like Imam Mousa Sadr.

Christian euphoria turns into despair

IN TWO years the mass of the Christian community in Lebanon has shifted from euphoria to despair. The Israeli invasion of 1982 seemed to break the back of the PLO and the Syrians, the source, so the Christian Phalange Party argued, of all Lebanon's calamities.

Disillusionment followed fast. Within days of his election as President Bashir Gemayel was dead, buried under the ruins of a party headquarters in Achrafieh in east Beirut. The American marines were ashore near the airport as part of the multinational force and the Israeli tanks were positioned around Beirut but neither were to prove dependable allies.

Protector

The Phalange Party, the militant backbone of the Christian community, found once again its hopes of securing a foreign protector were disappointed. The Israelis said they had entered Lebanon to expel the Palestine Liberation Organisation. The then prime minister Menahem Begin and his Defence Minister General Ariel Sharon may have had hopes of creating a friendly Christian state in Lebanon but these ambitions were peripheral to the central Israeli aim.

In the event, perhaps to the Israeli Government's surprise, it succeeded in doing exactly what it claimed it wanted to do. The PLO was driven from Beirut and then split into two warring factions. The Israelis then revealed that their alliance with the Christians was tactical not strategic and of limited use once the PLO was disposed of.

The Lebanese Forces, the grouping of Christian militiamen established by Bashir Gemayel, had entered the homelands of the Druze community in the Aley and Chouf Mountains on the heels of the Israeli army. Under Walid Jumblatt the Druze turned decisively to Syria and when the Israelis withdrew to the Awali the Christian militias were crushed and Christian villagers driven from their homes perhaps never to return.

The sense of psychological siege the Lebanese Christian community has so often felt as a minority in an Islamic sea was becoming a physical reality. By the beginning of this year the Christians of east Beirut, Jounieh and up the coast to Byblos were within range of Syrian and Druze artillery.


Gemayel: never entirely his own master

Their children could not go to school because of the shellfire. Their existence as a community is in doubt.

Even if the Christian areas of Lebanon are not overrun the whole country faces a degree of impoverishment which will make it difficult for the Christian middle class to remain. Only all-out financial and military support from the U.S. can enable them to survive as a potent community and not, as they have often feared, be reduced to the political status of the Copts in Egypt.

The position of the Christian communities in Lebanon has always been delicate. From the 7th century the Maronites and other Christians sought refuge in the fortress-like mountains which rise between the Bekaa Valley and the Mediterranean. The decay of the Ottoman Empire, the use by the imperial powers of Christian communities as loyalist sentinels complicated their position at a time when Arab nationalism, both secular and Islamic, was on the increase.

The agreement known as the National Pact of 1943 was an unwritten understanding, the basis for Lebanon's independence. The Christians renounced reliance on France, the Moslems the desire for union with other Arab states. Executive power and parliamentary representation was distributed on a six to five proportion favouring the Christians.

This understanding was realistic given the balance of power in Lebanon and the Middle East in 1943 and for some years after. As the balance changed the understanding was first strained and then broken. Above all the Palestinians, better armed and organised than other communities, appeared to Christians to be the real threat to the Lebanon they desired.

The Phalange Party, founded in the 1930s by Pierre Gemayel, and modelled on the European fascist parties, encouraged the sense of racial identity among the Maronites and to a lesser extent the Greek Orthodox and other Christian communities. The 1975-76 civil war made the Phalange the strongest organisation among the Christians. Other Christian leaders like Camille Chamoun were either ousted or, like Suleiman Franjieh and his clansmen in the north, allied themselves with Syria.

Intransigence

In the context of Lebanese politics, the Phalange had the advantage of modernity but their view of Middle East and world politics had a 19th century flavour. Too small to stand alone against the antipathy of the Moslem communities they yet displayed an intransigence which was dangerous unless they could secure powerful allies.

In the civil war and again over the last two years the Phalange underestimated the the strength of the forces arrayed against them.

The election of Bashir Gemayel and, after his assassination, of his brother Amin in 1982 marked the crest of the wave for the Phalange Party. It has been down hill ever since. The Government relied on the alliance with the U.S. and to a lesser degree the Israelis. To the mass of Moslems the regime came to appear sectarian and unwilling to compromise.

The first crack in confidence came when the U.S. embassy was blown up in April by a suicide bomb. "The protectors cannot protect themselves," became a saying in Beirut. The May 17 Lebanese agreement with Israel was a challenge that Syria could not afford to evade. It provoked the full weight of President Assad's animosity. "The Americans doomed Amin Gemayel by persuading him to sign this agreement," says one Christian observer.

The President has never been entirely his own master within his community.

He was either unable or unwilling to get the Lebanese forces to withdraw from the Chouf, thus uniting the Druze against the Government. Mr Nabih Berri, the leader of the Shia in much of Lebanon, found his demands for reform and co-operation rebuffed.


Fadi Frem, commander of the Christian right wing Lebanese forces militia addressing supporters outside his headquarters in Beirut

The Lebanese Forces and the Phalange Party show little sign of having a coherent strategy of their own since they were driven from the Chouf. Their tactic is to hope for Israeli or American support for a reconstituted Lebanese army.

It is a dangerous strategy. It hamstrings President Gemayel, ensuring that he reaches no real accommodation with Syria or the domestic opposition, and leaves the Christian community vulnerable to attack which they can only repulse with assistance from Washington or Jerusalem.

There is some recognition of this within the Christian community. The Greek Orthodox are distancing themselves from the strategy pursued by the Phalange. Many maronites are disillusioned by what they see as the Phalange's record of persistent failure.

Yet such second thoughts may come too late. The grim fact for the Lebanese Christians is that they have fewer allies than the Palestinians whom they fought for so long to evict from Lebanon.

Their intransigence and inability to compromise may lead them to become the new Copts or the new Armenians of the Middle East. "You behave like that when you have power. When you do not it is sheer lunacy." says a diplomat of the refusal of the Phalangists to share power within what remains of the Lebanese state machine.

Suddenly the Shia community moves to centre stage

THE MOST important change in Lebanese politics since the Israeli invasion is the rise of the Shia community as a political force. Any new balance of power in Lebanon must take this into account. A critical error of President Amin Gemayel and the Phalange Party over the last year was to underestimate the political and military strength of the Shia.

This new power has been demonstrated in the last two weeks by the insurrection led by Amal, the Shia political and military movement, which took over west Beirut on February 6. In a matter of hours soldiers of the Sixth Brigade of the Lebanese Army were cajoled into neutrality or overrun by the militiamen. Some were Druze or belonged to other political movements but the key striking force came from the Shia.

The Shia are the largest single community in Lebanon, perhaps numbering 1.2m people and with a very high birth rate. They are concentrated in the south of Lebanon, south Beirut and the Bekaa Valley. They are strong in all the politically critical areas. They have also become increasingly numerous in west Beirut itself in traditional Sunni areas.

The Shia have long been the poorest and least educated of the Lebanese communities. This was exacerbated by the Israeli bombing of south Lebanon in the early 1970s. A wave of Shia villagers came to the growing shanty towns of south Beirut where they were caught by the civil war. Like many other Lebanese the Shia of south Beirut became used to migrating to safer areas.

The south of Lebanon itself is almost completely bereft of social services, the roads are terrible and the local economy dependent on remittances and the traditional fishing, tobacco growing and citrus. The Israeli invasion of 1978 killed 2,000 people and created 250,000 refugees most of them Shia.

Despite this deprivation, the Shia community was a fertile recruiting ground for Moslem, leftist and political movements. It was slow to develop its own militia and political movement. Traditional families like the Asads and Himadehs remained powerful. In the political spectrum, the Shia were only allocated a very few jobs such as the speakership of Parliament, for long held by Kamal al Assad. There was discrimination at every level.

Populism

Amal, led by Iman Mousa Sadr, first began to break this mould before the civil war. His organisation combined a populism with religious sentiment. Mousa Sadr disappeared mysteriously in Libya in 1978 and the leadership was taken over by Nabih Berri, a lawyer.

The departure of the PLO in 1982 was an important factor in a new militancy. In the south Shia dislike of the Palestinians was rapidly replaced by antipathy to the Israelis. There were increasing numbers of guerrilla attacks including a suicide truck bomb in Tyre which killed 29 Israelis and 32 Lebanese in a security headquarters last November. Most of these attacks were by Shia, according to local observers.

The success of the Iranian revolution in 1979, and the emergence of revolutionary Islam in an overwhelmingly Shia country gave a cutting edge to Shia militancy and greater self confidence.

In the capital, Nabih and other Amal leaders like Akef Haidar, a former colonel in the Lebanese Army, did not join the National Salvation Front along with the Druze leader Walid Jumblatt. They had talks with President Gemayel. While opposing the May 17 agreement with Israel they did not want to become too dependent on the Syrians.

Yet there was little sign that the Phalange Party or President Gemayel were prepared to make the political and social concessions necessary if Amal was to continue to go on supporting the Government. Even during the mountain war in September the Amal leadership did not call for its men, some 30 per cent of the soldiers, to leave the army. This was a source of some bitterness to the Druze.

The southern suburbs of Beirut were, however, an autonomous enclave. When fully occupied they have a population of perhaps 650,000 though it is doubtful if they have contained anything like this number. Since the Israeli invasion the south of Beirut has a completely different atmosphere from the rest of the city. It is more Arab and is very deprived. Within this area, however, Amal became the co-ordinating organisation.

As a military organisation Amal was never tightly controlled. It was more of a collection of vigilante groups under local leaders. After the October 23 suicide truck bombings Amal or some faction of it was blamed by the Americans. Hussein Moussawi, who runs a militant offshoot of Amal in Baalbek behind Syrian lines, was an obvious candidate. His training camps were bombed by both Israelis and French.


Berri: moderate

The identity of Islamic Jihad, a Front organisation which had claimed the suicide truck bombings, was never firmly pinned down. Other attacks were claimed by the same voice on a telephone including the assassination of Malcolm Kerr, the President of the American University of Beirut. But even though it remains debatable whether the ultimate hand behind these attacks was Syria, Iranian or Lebanese, the fanatacism of revolutionary Shiism became very clear.

Vigilante groups

At the same time the differences between Amal's moderate leaders like Nabih Berri and the Government were becoming more and more radical. President Gemayel and the Phalange continued to underestimate the Shia and rebuff Amal's hopes of an understanding. Just before Christmas, French troops abandoned three posts in the Palestinian camps of Sabra in south Beirut and the Lebanese Army and Amal fought for them. For the first time the army shelled the southern suburbs.

Amal had become a stronger military organisation since the mountain war had opened up a tenuous supply route to south Beirut through the so-called Chouaifete Gap. Arms and equipment poured in. The army and the Government contemplated an attack on the southern suburbs at various points but backed away from the idea. At the beginning of this month they came near to trying to close the supply route.

In fact it was the Shia who struck first. A sniping incident by the army led to the symbolic position of St Michael's church being overrun by Amal. The army then made the fatal error of heavily shelling the southern suburbs. There followed Berri's complete break with Gemayel, the army mutiny in west Beirut and the resignation of the Cabinet.

Somewhat to its own surprise the Amal had become the single most important force in Moslem politics in Beirut if not the whole of Lebanon.

What will it do with its new power? The Shia need a central Government to provide services and many of the benefits they have lacked for so long, but the uprising of February 6 appears to have given the coup de grace to a central Lebanese state of any real authority.

THE CRISIS IN LEBANON

Government unable to see an honourable way out

Why Israel won't cut its losses and leave

THE LONG line of trucks waiting to cross the Awali River southwards is the symbol of the Israeli occupation of Southern Lebanon, more than a year and a half after the June 1982 invasion which was supposed to last 48 to 72 hours.

This big traffic bottleneck will soon be eased, the Israelis say, when work is completed on a new checkpoint where it will *be possible to check up to eight* vehicles at a time.

When it is operational it will be another giant and visible step in the evolution of Southern Lebanon into the "north bank," the phrase used to compare it with the West Bank of the Jordan, occupied for the past 17 years since being captured in the 1967 war.

Having chased out the PLO guerrillas, the original aim of the invasion and having seen the collapse of the grander design of creating a pro-Israel Christian Government in Beirut, Israel is now stuck in Lebanon because it cannot see an honourable way out.

The basic goal, the Israeli Government says, is to devise security arrangements in the South which will ensure that the Palestinian guerrillas cannot return to launch raids or rocket attacks against the villages in Northern Israel.

Mistakes

The plain fact of the matter is that Israel has suffered far more casualties among its troops in Lebanon, over 560 dead and 3,000 wounded, than it ever did from the pinprick attacks on Israel by the PLO fighters.

But it is hard for politicians to admit their mistakes. Even though the architects of the invasion, Menahem Begin, Ariel Sharon and General Rafael Eitan, are now all out of office, their successors are still bound by some of their concepts, the most costly of which is an inability to cut their losses and leave.

So today Israel has effectively partitioned Southern Lebanon. It controls an area of 2,800 sq km inhabited by more than half a million predominantly Muslim Lebanese.

Its forces are stationed along a line which begins just north of Sidon, 60 km north of the Israeli border, and only some 25 km south of the Lebanese capital.

The winding front line runs inland for 115 km and places Israeli forces in direct confrontation with the Syrians in the East.

The failure of President Amin Gemayel to set up a balanced government which would give due expression to the aspirations of the Muslim majority has left Israel in an apparently unresolvable dilemma.

Its hopes that the *reconstituted* Lebanese army would be able to move south to take over the policing role now being carried out by the Israeli forces have proved misplaced.

Similarly the attempt to create local militias which could effectively keep out the Palestinian guerrillas have foundered on the rising tide of hostility among the dominant Shi'ite residents of the South.

Because of these failures, and Jerusalem's declared opposition to relying on a United Nations force to protect its northern border, it now has no *option but to keep its own* troops in the South for a long time to come, or until there is a change of policy in Israel, which can probably only come after a change of government in Jerusalem.

There is great similarity between the declarations of the Israeli Government during the past 18 months about Israel having no territorial aspirations in Lebanon, and the protestations by the Government in 1967 that Israel was willing to trade the occupied West Bank, Gaza Strip, Sinai and Golan Heights for peace.

Then Israel did not want to remain in the occupied territories or take on responsibility for the million plus Arab residents. The same attitude prevailed in Lebanon for the first year after the invasion, with Israel encouraging the residents of the south to re-establish communication with Beirut and at the same time hoping that the Government there would resume responsibility for the south.

Prime Minister Yitzhak Shamir: still bound to some of his predecessor's concepts

The Israelis did not want to have their presence in southern Lebanon evolve into a permament occupation, with the establishment of a proper military government and a civil administration, as on the West Bank. But because the continuing control over the southern Lebanon region is the only lasting gain from the debacle of the 1982 invasion and subsequent war, Israel is loath to relinquish it.

Already the administration set up by the Israelis is following courses of action similar to those of the West Bank and Gaza Strip. The original move was the setting up of a unit to grant assistance to the civilian *population. As on the West* Bank, this was under the guise of a "civil" rather than "military" framework to ease the fears of the local people.

The brief of this unit was not to manage the lives of the people, but to give them advice and assistance to enable them to return to a normal way of life. The unit was not given a budget, and it organised and coordinated activities, rather than initiated or operated them.

Permanent

The temporary headquarters of this assistance unit in Sidon soon became perforce a more permanent centre as the various regions in southern Lebanon were subdivided into administrative zones and an army officer appointed to oversee civilian affairs. An entire network of civilian staff officers was set up, whose functions overlapped those of the parallel government offices.

As the situation now stands, it is almost identical to that of the military government on the West Bank and in Gaza, the Israeli administration insists that the local municipalities submit their budgets and programmes for approval.

All licences for movement of goods and people are issued by the administration and the local courts, when they function, are obliged to submit all verdicts handed down to the staff officer in charge of legal affairs.

Because of its hesitance about beginning a permanent presence in southern Lebanon, Israel has not established any legal foundation to justify taking control there. While on the one hand disclaiming responsibility and pointing the finger to Beirut in answer to the inhabitant's complaints, Israel, on the other, has taken de facto control over every aspect of their lives.

David Lennon

A rebel soldier looks cautiously out of a devastated building in the St Michael's church area last week. Some of the heaviest fighting was in this area

Syria re-asserts its authority

IN THE first week of the Israeli invasion in June 1982 Syria ceased to be the predominant power in Lebanon, a position it had enjoyed since the civil war of 1975-76. Israeli tanks cut the Beirut to Damascus highway and siezed the southern end of the Bekaa Valley.

In the 18 months since the Israeli attack, President Hafez al-Assad has re-established his old superiority in Lebanon. The May 17 agreement between Lebanon and Israel arranged last year by Mr George Shultz, the U.S. Secretary of State, has remained a dead letter. Syria and Syrian allies have established a sort of siege around Beirut and the Christian enclave to the *north.*

The swift return of Syrian authority in so much of Lebanon has surprised many Lebanese. It need not have done. With 40,000 troops in the country Syria will inevitably be the major power in Lebanon unless Israel and the U.S. provide a counter balance.

From the invasion until the end of 1983 the Christian community in Lebanon believed that Israel or the U.S. would give them long term support. The Government need not compromise with either its foreign or domestic opponents. At home Christian militiamen of the Lebanese forces had moved into the Druze homeland above Beirut. The May 17 agreement ruled out any understanding with Syria.

In the event it became clear that neither Israel nor the U.S. are prepared for a full scale war with Syria. The verdict of the first week of the June war of 1982 was reversed in the first few days of the Mountain War last September. It is now possible to drive from Damascus to Beirut, through Druze territory and then down into the Shia-held southern suburbs of the capital, without once entering Government-controlled territory.

Benefit

Syria has clearly benefited from the mistakes of its opponents, but its position was always strong. Preventing Lebanon coming under the control of its enemies has always been a key consideration for Damascus. In the 1975-76 civil war, Syria entered Lebanon both to prevent the Maronites setting up an independent little state in opposition to a victory by the radical National Movement, grouping *PLO, most Moslems and the left* under the leadership of Mr Kamal Jumblatt. This in turn would probably have provoked an Israeli invasion six years in advance of the actual event.

When the invasion of 1982 did come the main aim of the Government in Damascus was to avoid the destruction of its field army. In a few days fighting it saw one tank brigade largely destroyed and another mauled. More important its anti-aircraft missile sites in the Bekaa Valley were wiped out along with 85 planes without loss to the Israeli airforce.

At the time, since world attention was focused on the drama of the siege of Beirut, too little attention was given to what had not happened. The Syrian army had not been destroyed or thrown out of Lebanon. Damascus still had some 40,000 men in the country.

The strategic nightmare of the Syrian general staff had not been realised. If the Israelis took the whole Bekaa Valley then they could either attack Damascus immediately to the east or strike north towards Homs, Hama and Central Syria. The Syrian army had lost important positions in hills to the south of the Bekaa Valley but it had clung on to the politically and militarilly vital areas around Sofar and the Metn. Syrian forces were still not far from Beirut and could link up with their allies in the main mountain area.

The Syrians were clearly shocked, however, by the failure of so much of their Soviet equipment against the Israelis. They complained publicly and privately to Moscow and the Soviets responded by saying that the Syrians had misused the tanks, anti-aircraft missiles and aircraft. Months of *mistrust followed and at the end* of 1982 President Assad went on television to defend the performance of the T-72 tanks.

The knowledge in Moscow that the Soviet Union could not afford to see its most important ally in the Middle East defeated or humiliated improved relations. Military equipment losses were made good. Long range Sam-5 missiles manned by Soviet crews were based in Syria. There was increased training and co-operation, but Moscow continues to emphasise that the 1980 Friendship and Co-operation Treaty applies only to Syria. There is no security *guarantee for Syrian* forces in Lebanon. The Russians are averse to being dragged into a confrontation with either Israel or the U.S. in Lebanon.

The new equipment or better training has clearly had some effect. The one American air raid at the start of December lost two planes and the Israelis had a single plane shot down. Given that the 220,000 strong Syrian army has no less than 40,000 men devoted to air defence this was an important change. The Syrian ground forces could no longer be attacked with impunity from the air.

Yet there are limits to the change in the strategic balance in Lebanon. The key fact is not that the Syrian army has improved but that for the moment the Israelis do not want to fight because of their political and economic crisis at home. They would still defeat Syria in a new war, though the Syrians are keen to demonstrate that they could only do so at the cost of heavy casualties.

Weakness

Another weakness of Syria is that, while Damascus "is very good at gathering cards, it is not so good at playing them," as one observer in Beirut put it. This was demonstrated during the split in the Palestine Liberation Organisation. The rebels in Fatah led by Abu Musa and Abu Saleh were politically outmanoeuvred during their attack on the Arafat loyalists at Tripoli and showed themselves up as Syrian stooges.

Arafat then went to see President Hosni Mubarak of Egypt giving him a return ticket to re-enter Arab politics centre stage. The alignment linking Egypt, Arafat, Jordan and Iraq is a blow to Syria's authority within the Arab world.

It is not at all clear how Syria intends to consolidate its position within Lebanon, even if this is possible. If it continues *to give full* backing to the Druze and Shia communities then it can ensure they will not be defeated by the Lebanese army. Syria can therefore thwart President Gemayel's attempts to increase the area under his control.

President Hafez al-Assad: likely to adopt an even tougher line

But to do this Syria also ensures that Lebanese are doomed to live in a country whose national sovereignty is notional. Syrian predominance reinforces the tendency for Lebanese to give their prime loyalties to archaic confessional mini-states, guarded by their own militias and subsidised by foreign allies.

Any move by Syria to absorb Lebanon completely would clearly be resisted by Israel. President Assad has therefore won a defensive victory but one difficult to consolidate.

It is too early to say how far the new Baghdad-Amman-Cairo-Arafat axis will develop but the likelihood is that Syria will adopt an even tougher line in Lebanon.

Patrick Cockburn

PROFILE: RAFIK HARIRI

The go-between

AT THE centre of Lebanon's impossible puzzle of peacemaking is Lebanese multi-millionaire contractor Rafik Hariri. Bearer of a Saudi Arabian diplomatic passport, Mr Hariri is King Fahd's emissary and go-between among a plethora of incompatible combatants, ideologues and leaders in the maze of misery that Lebanon has become.

Usually, Lebanese businessmen thrive most when they have little or nothing to do with politics. People often wonder why Mr Hariri has burdened himself with the mind-twisting task of Lebanese politicking. "I just found myself in it," he says.

Mr Hariri first distinguished himself as a "tycoon philanthropist" during Lebanon's nine years of war. His ambitious projects, including generous contributions to charity, needy students and empty municipality funds began during this period.

Hariri became a household name, however, in the aftermath of the Israeli invasion. In the autumn of 1982, he brought in construction machinery and transportation equipment to clear the streets of rubble, collapsed buildings and piles of garbage. He installed new city lights and planted palm trees along the seafront corniche, restoring to Beirut some of its lost lustre.

His drive to spruce up the capital and refurbish its ruined commercial downtown area was later adopted by the Saudi monarch. Hariri invested confidently in his country's future, setting an example for other compatriots accumulating wealth in the diaspora.

The rise to fame began 19 years ago, when as a school teacher he left Lebanon for Saudi Arabia. After teaching arithmetic, he became an accountant, joined a contracting company and later founded his own. He made his name in the desert kingdom, when he outbid *regional* and international contractors for the Intercontinental Hotel in Taif. He finished it in a record eight months and 15 days in time for an officially-sponsored conference. Advisers now estimate his wealth at some L£3bn ($500m).

Slowly, Hariri branched out from Saudi Arabia to France, England, Switzerland, West Germany and Lebanon. He owns the Luxembourg-based Mediterrancee Investors Group, an investment and holding company that owns a number of banks and holds investments in real estate and banking in Lebanon, Europe and the U.S. Mediterranee Group Serives, SARL, *located in Beirut is* another major enterprise.

In 1980, he established Oger Liban, a fully equipped construction company with a staff of about 2,000 to keep up with privately funded development projects. These include the Kfar Falous Medical Teaching *Center, the University of Saida* Studies Center, a nursing school, primary schools and a vocational training institute.

Modest origins

Rafik Hariri comes from modest origins. His first lessons in hard work and the philosophy *of success started when he was* a little boy in Sidon, a fisherman's town south of Beirut.

Hariri remembers from his childhood the aroma of orange blossoms, Sidon's juicy fruits and the glitter of the Mediterranean. He remembers a basic rule taught to him by his mother, Umm Rafik. "'He who knows how to take and give back will share the world's riches."

Forbidden to run around and play in the summers, Rafik went to work at one of the many shops in Sidon's old Souk.

He was sent out every Sunday to get his shoes polished at the row of sidewalk shoeshiners. "I would wait in a queue to have my shoes polished by Abu Ali, while his mates sat idle, squinting in the sun waiting for the occasional customer. He made four to five Lebanese pounds a day. His friends, however, barely brought home two pounds a day.

"His success mystified me, so I observed him. Abu Ali worked with a solemn face not bothering to smile or converse with his clientele. No matter how dirty or tattered the shoes, they would come out as good as new once he finished with them."

Abu Ali worked with devotion efficiently and offered the same reasonable price as his neighbours. He delivered his work rapidly and with dedication.

"One can use the same technique in constructing a building, a castle, a complex, a whole city or even a country. Quality, speed, sincerity and perfection are the pillars of success.

He has never forgotten Abu Ali or Umm Rafik's dictum.

"An individual cannot grow alone. He also needs the growth of his surroundings. I am part of the society I live in. By helping one student, I am really raising the standards of a whole family and the children it will produce for the future."

Hariri's fortune and lack of interest in a political career won him the respect of Lebanon's conflicting parties. Having no personal motives, he emerged as Saudi Arabia's and Lebanon's prime candidate for a badly needed peacebroker.

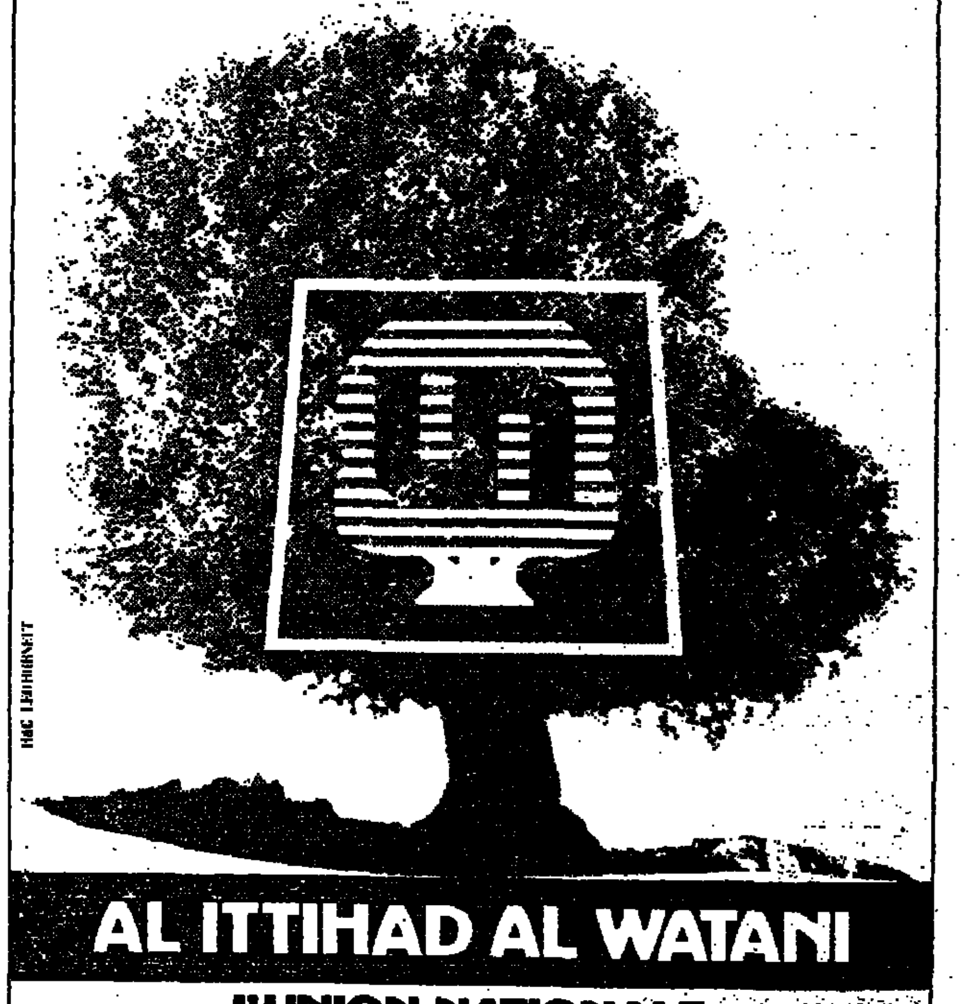
An expert on Saudi affairs notes: "Riyadh's princes did not want to be visible in efforts to help Lebanon at the expense of angering Syria, a domineering and forceful Arab country. Rafik Hariri, who carries duel nationlaity was the ideal solution."

The father of five sons, the eldest being 18, he is married *to a woman* whose mother comes from Sidon and father is a Palestinian.

Still under 40 he has at least six noted medals and awards. He was given the Save the Children award, only the third in 50 years, the King Faisal medal, previously only given to Saudi *ministers or members of* the royal family and the Legion d'Honneur, Chevalier, from France.

A deeply religious, Sunni Moslem, though he insists he is without fanaticism, Hariri has carved out for himself a niche as one of Lebanon's, if not the region's *most effective negotiators*. His motivation is humane. "All the beliefs and ideologies of the world are not worth a scratch on a child's foot to me," he says. "To be complete, a person must have a professional and a human conscience."

Nora Boustany



APPOINTMENTS

Senior changes at C. T. Bowring

C. T. BOWRING AND CO. has made the following appointments: At Bowring UK, **Mr J. C. Hills** and **Mr J. A. Thomas** have been appointed directors. **Mr M. J. Thornton** has been appointed a director of Bowring London. **Mr N. J. B. Large** has been appointed chairman and chief executive of Bowring UK Marine Cargo. At Bowring Professional Indemnity, **Mr W. H. Batchelor** has been appointed chairman and **Mr J. W. F. Kemp** chief executive. **Mr H. M. J. Ritchie** and **Mr A. P. Sparks** have been appointed directors. **Mr J. M. Bozman** has been appointed chairman of London Insurance Brokers. In Bowring and Layborn, **Mr C. M. Auer** has been appointed chairman and **Mr R. A. Ferguson** chief executive. **Mr J. A. Thomas** has been appointed a director. **Mr J. F. Wood** and **Mr P. A. Buck** have been appointed directors of the international division of C. T. Bowring Reinsurance.

Mr Roderick M. Quill has been appointed chairman of C. T. BOWRING AND CO. (INSURANCE); he will continue to serve as chief executive officer of the company. He succeeds **Mr Keith Batchelor** who has resigned on retirement. Mr Batchelor will continue as a non-executive director of C. T. Bowring and Co., and a director of Winchester Bowring, and C. T. Bowring (Underwriting Agencies).

★

GREENJACK SHIPPING AGENCY (UK) has appointed **Mr H. S. Ong** to its board with responsibility for sales, marketing and business development. Prior to joining Greenjack, Mr Ong was working with Neptune Orient Lines, where he was owners' representative, UK/Continent.

★

Mr David J. Bussell, general manager of the Bell and Howell companies which market audio-visual and video equipment in Denmark, Norway and Sweden, has been appointed director-international operations, BELL AND HOWELL A-V. He will continue to have overall responsibility for the three Scandinavian companies and, in addition, export business in the Middle East, India and those parts of Europe and Africa where Bell and Howell A-V Ltd is represented by independent distributors. He has been on the board of Bell and Howell A-V since 1976. **Mr Michael G. Dickson** has been appointed broadcast sales manager in the recently-formed television systems division. He was previously managing director of Dell Technical Vehicles. **Mr John** ***Goddard*** has moved from the corporate office of Bell and Howell, where he was treasurer: European region, to become European financial controller of the company's A-V and Video division.

★

Mr B. J. Deole has been appointed operations director of HENLYS. He joined the company in 1968 and was regional director for the east region.

★

LEVER INDUSTRIAL, a Unilever company, has appointed **Mr David Hume** as director of the industrial division responsible for products for the food, beverage, laundry and metal cleaning industries. He has been a director for eight years. **Mr Paul Pridgeon** has been appointed director of the catering and institutional division. He transfers from Lever Brothers where he was national accounts manager.

★

Mr Bryan Hunt has been appointed sales and marketing director of ERF. He takes over the post after acting as independent consultant to the company since April 1983. He was sales manager of Solar Gas Turbines. Mr Hunt succeeds **Mr John Bailey** who has left the company.

★

Dr Duke Ebenezer has been appointed director of the data products division of THORN EMI Datatech, from engineering manager.

★

The following have been elected to the executive committee of the ISSUING HOUSES ASSOCIATION: **Mr R. D. Broadley** (Baring Brothers and Co.) chairman; **Mr G. R. Walsh** (Morgan Grenfell and Co.) deputy chairman; **Mr M. V. Blank** (Charterhouse Japhet); **Mr A. H. C. Broadbent** (J. Henry Schroder Wagg and Co.); **Mr D. Bucks** (Hill Samuel and Co.); **Mr P. J. Byrom** (N. M. Rothschild and Sons); **Mr D. O. Horne** (Lloyds Bank International); **Mr I. A. N. McIntosh** (Samuel Montagu and Co.); **Lord Rockley** (Kleinwort Benson); and **M. I. J. Scott** (Barclays Merchant Bank).

★

Mr J. C. Marvin has been appointed chairman of ALVIN MORRIS. He joined the parent company, Hickson International, in the second half of 1983 and is a former director of the petrochemicals and plastics division of I.C.I. **Mr J. D. Atkinson**, chairman, and **Mr E. A. S. Price** retire.

★

Mr L. Crawley, company secretary of CAMREX, a member of the Ruberoid Group, has been appointed to the board.

★

MORGAN GRENFELL AND CO has appointed **Mr John A. Morgan** as non-executive chairman of Morgan Grenfell Inc, its wholly-owned subsidiary based in New York. Mr Morgan is with the firm of Morgan Lewis Githens and Ahn, a New York investment banking firm with which he will continue as senior partner. He is a great-great-grandson of Junius Spencer Morgan, one of the founding fathers of Morgan Grenfell's predecessor firm, J. S. Morgan and Company, and a great-grandson of J. Pierpoint Morgan. Following Mr Morgan's appointment, **Mr Christopher Whittington**, who is based in London, will become executive vice chairman. **Mr John Franklin** remains deputy chairman and **Mr John Fraser** continues as president.

★

Mr Robert Burton has been appointed managing director of COLEGRAVE GROUP. **Mr Bill Colegrave** becomes chairman with additional responsibility for diversification and acquisitions. **Mr Brian Aitchison**, managing director of Aitchison & Colegrave Personal, financial services division of the group, joins the board.

★

LADBROKE GROUP has made the following appointments: at Ladbroke Entertainments **Mr Barry Hart** becomes managing director and **Mr John Bunclark** operations director; at Ladbroke Holidays **Mr Michael Bugsgang** becomes marketing director and **Mr John Slatcher** operations director; at Ladbroke Racing **Mr Colin Miles** becomes trading director; and at Servicepoint (Laskys) **Mr William Colley** becomes managing director and **Mr Paul Thompson** financial director.

LEGAL NOTICES

RAND LONDON COAL LIMITED
("RL COAL")

RESULTS OF MEETINGS

At the Scheme and General Meetings of RL Coal's Ordinary and Preference shareholders held on Tuesday 7 February 1984 Resolutions necessary to implement the Schemes of Arrangement ("the Schemes") between RL Coal and its Ordinary and Preference shareholders other than Rand London Corporation Limited ("Rand London") and its subsidiaries ("the Scheme shareholders") were passed by the requisite majorities.

The Schemes were sanctioned by the Supreme Court of South Africa (Witwatersrand Local Division) on Tuesday, 14 February 1984 and the Schemes accordingly become operative on Monday, 20 February 1984 when the Special Resolutions and Order of Court will have been registered by the Registrar of Companies, resulting in Rand London becoming the holder of the entire issued share capital of RL Coal.

The listings of RL Coal Ordinary and Preference shares on the Johannesburg Stock Exchange and The Stock Exchange, London will terminate at the close of trading on Friday, 17 February 1984. The listings of 9,514,628 additional Ordinary shares of Rand London to be issued pursuant to the Schemes will commence on Monday, 20 February 1984.

Rand London share certificates in respect of Ordinary shares allotted to Scheme shareholders will be sent to Scheme shareholders by registered mail within seven days of the surrender of the relevant RL Coal documents of title at the offices of the Transfer Secretaries, Central Registrars Limited, 3rd Floor, 154 Market Street, Johannesburg, Republic of South Africa, 2001 (PO Box 4844, Johannesburg, Republic of South Africa, 2000), or Grandby Registration Services Bourne House, 34 Beckenham Road, Beckenham, Kent, BR3 4TU, United Kingdom, or on Wednesday, 29 February 1984 whichever is the later date. A circular containing a form of surrender for this purpose will be posted to Scheme shareholders today. Scheme shareholders should complete and return the form of surrender as soon as possible in order that they may receive their Rand London Ordinary share certificates.

Johannesburg, 17 February 1984.
CENTRAL MERCHANT BANK
LIMITED
(Registered merchant Bank).

IN THE SUPREME COURT OF BERMUDA
CIVIL JURISDICTION
1983: No. 74
IN THE MATTER OF
AJAX INSURANCE COMPANY LIMITED
AND IN THE MATTER OF
THE COMPANIES (WINDING UP)
ACT, 1977

NOTICE IS HEREBY GIVEN that the Creditors of the above-named Company which is being wound up by an Order of the Supreme Court of Bermuda are required, on or before the 5th day of March 1984 to send their full christian and surnames or corporate name, their addresses and descriptions, full particulars of their debts or claims and the names and addresses of their solicitors (if any) to A. Verbena Daniels, Official Receiver and Charles W. Kempe, Jr., care of Arthur Young McClelland Moores & Co., Rolls House, 7 Rolls Buildings, Fetter Lane, London EC4A 1NH, the Joint Provisional Liquidators of the said Company and if so required by notice in writing from the Joint Provisional Liquidators, or any Liquidator who may hereafter be appointed to come in and prove their debts or claims at such time and place as shall be specified in such notice or in default thereof they will be excluded from the benefit of any distribution made before such debts are proved.

Dated this 3rd day of February 1984.
A. VERBENA DANIELS,
Official Receiver,
CHARLES W. KEMPE, JR.,
Joint Provisional Liquidators.

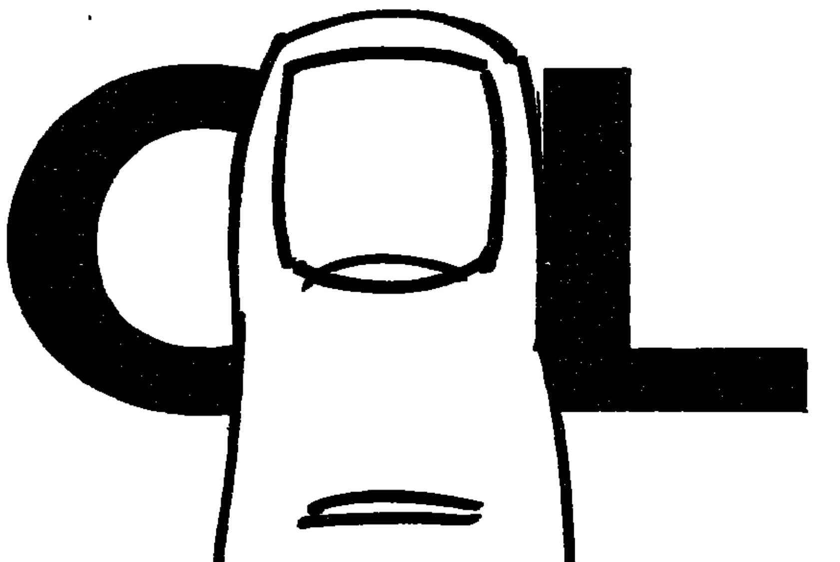
ART GALLERIES

AGNEW GALLERY, 43, Old Bond St., W1. 01-629 6176. COLOURED AQUATINTS—Early 19th Century Sporting & Topographical Prints. Until 2 March. Mon.-Fri. 9.30-5.30.

AGNEW GALLERY, 43, Old Bond St., W1. 01-629 6176. 11th ANNUAL WATERCOLOUR EXHIBITION. Until 24 Feb. Mon.-Fri. 9.30-5.30. Thurs. until 7.

BROWSE & DARBY, 19, Cork St., W1. 01-734 7984. ROBERT ORGAN, Recent Paintings.

THACKERAY GALLERY, 18, Thackeray St., W8. 01-937 5883. JAMES GUNNELL and Mixed Watercolour Exhibition. Until 2 March.



THE ARTS

Arts Week

F	S	Su	M	Tu	W	Th
17	18	19	20	21	22	23

Music

LONDON

London Philharmonic Orchestra conducted by James Loughran with Cecile Ousset, piano. Berlioz, Saint-Saens. Franck and Mussorgsky/Ravel. Royal Festival Hall (Mon). (928 3191).

London Symphony Orchestra conducted by Claudio Abbado with Rudolf Serkin, piano. Beethoven, Mozart and Mendelssohn. Barbican Hall (Mon). (638 8891).

Bach Choir and London Symphony Orchestra conducted by Sir David Willcocks with Felicity Lott, soprano, Penelope Walker and Margaret Cable, contraltos, and John Scott, organ. Poulenc, Debussy and Mathias. Royal Festival Hall (Tue).

Royal Philharmonic Society: City of Birmingham Symphony Orchestra conducted by Simon Rattle with Ida Haendel, violin. Britten, Elgar and Nielsen. Royal Festival Hall (Wed).

Lucia Popp accompanied by Geoffrey Parsons. Schumann. Barbican Hall (Wed).

London Philharmonic Orchestra conducted by Vernon Handley with Janet Baker, mezzosoprano. Elgar. Royal Festival Hall (Thur).

PARIS

Chamber Music – Pupitre 14 conducted by Edmond Rosenfeld: Savouret, Chaynes, Stamitz (Tue). Radio France, Grand Auditorium (524 1516).

Maria Tipo, piano: Scarlatti, Beethoven, Chopin (Tue). Theatre des Champs Elysees (723 4777).

Maria Farandouri: Greek and Turkish folk songs and music (8.30pm Tue. Wed, Thur). Theatre de la Ville (274 2277).

NEW YORK

New York Philharmonic (Avery Fisher Hall): Zubin Mehta conducting, Radu Lupu piano, New York Choral Artists directed by Joseph Flummerfelt. Webern, Mozart, Holst (Tue): Zubin Mehta conducting, Patricia Wise soprano, Thomas Moser tenor, Simon Estes bass baritone, New York Choral Artists conducted by Joseph Flummerfelt. All Haydn programme (Thur). Lincoln Center (874 2424)

Carnegie Hall: Philharmonia Orchestra, Vladimir Ashkenazy conducting and solo piano. Beethoven, Sibelius (Mon); Henryk Szeryng violin recital. Brahms, Bach, Bartok, Paderewski, Sarasate, Halffter (Thur). (247 7459)

Merkin Hall (Abraham Goodman House) Laura Hunter saxophone recital. Maurice Finney Clayton (Mon): New Opera New York, George Tsontakis conducting, Beth Lindberg soprano, Allan Glassman baritone. All-Beynon programme (Tue); Sue Ann Kahn flute recital. Rochberg, Copland, Riegger, Shapey, Wright, Schickele (Wed). 67th W of Broadway (362 8719)

WASHINGTON

Concert Hall: National Symphony, Rafael Fruhbeck de Burgos conducting, William Steck violin, Copland, Dvorak, Bartok (Tue, Thur), Kennedy Center (254 3776).

CHICAGO

Pleyel Ensemble (Orchestra Hall): Bartok, Berkeley, Rochberg (Wed). (435 8122)

Chicago Symphony (Orchestra Hall): Leonard Slatkin conducting Lyadov, Shostakovich (Thur) (435 8122)

WEST GERMANY

Berlin, Philharmonie: Pianist Ivo Pogorelich, Bach, Beethoven, Brahms and Chopin (Mon); Daniel Barenboim piano, Beethoven and Liszt (Tue); Marc Neikrug and Pinchas Zukermann. Bach, Tchaikovsky and Saint-Saens (Thur).

Frankfurt, Alte Oper: Royal Philharmonic Orchestra under Antal Dorati, Debussy, Michael Tippett and Beethoven (Tue).

BRUSSELS

Eugene Istomin, piano. Bach, Stravinsky, Beethoven, Schubert and Chopin. Palais des Beaux Arts (Tue).

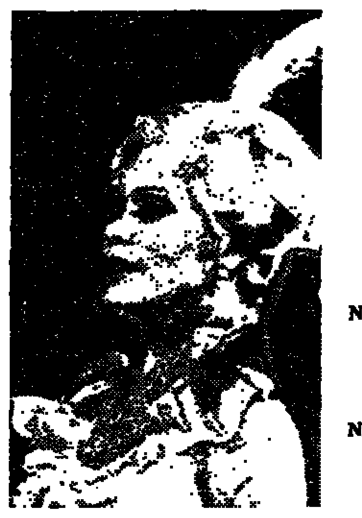
Jorma Hynnenen, baritone, accompanied by Ralph Gothoni. Schubert. Theatre Royale de la Monnaie (Tue).

Liege Philharmonic Orchestra conducted by Pierre Bartholomée. Palais des Beaux Arts (Thur).

ZURICH

Tonhalle: Tonhalle Orchestra conducted by Ralf Weikert with Adelina Oprean, violin. Mozart, Prokofiev and Dvorak (Wed); Louise Michael, soprano, accompanied by Willy Hausslein. Beethoven, Poulenc and R. Strauss (Thur).

Opera and Ballet



Kiri Te Kanawa, in Arabella at the Metropolitan Opera, New York

LONDON

Royal Opera, Covent Garden: The new production of Andrea Chénier, a vivid example of second-rank Italian verismo, has José Carreras in the title role, Richard Armstrong as conductor, and a staging (borrowed from Cologne) by the widely-admired Michael Hampe. Last performance of the successful La Bohème revival, with Ilona Tokody and Dennis O'Neill as the lovers. (240 1066).

English National Opera, Coliseum: The new production of The Mastersingers, a mixed bag of good and less good things, is notable above all for the interplay between the moving, interesting, and subtle Hans Sachs of Gwynne Howell and the brilliantly sung and acted Beckmesser of Alan Opie. John Cox's famous production of Patience returns with Patricia O'Neill, Derek Hammond-Stroud, and Anne Collins in the cast; last performance of La Traviata, with the fragrant, passionate heroine of Nelly Miricioiu. (836 3161).

Royal Opera House, Covent Garden: The Royal Ballet presents La Fille mal gardée followed by Le Ballet trop dansé.

PARIS

Le Fantome de l'Opera, a three-act ballet, choreography by Roland Petit, music by Marcel Landowski, conducted by Marcel Landowski/Claud Schnitzler alternates with Verdi's Jerusalem in a new production by Jean-Marie Simon, conducted by Donato Renzetti with Veriano Luchetti in the role of Gaston, Alain Fondary as the Count of Toulouse and Cecile Gasdia as Helene. Paris Opera (742 5750).

Maurice Bejart and the XXth Century Ballet: Messe Pour Le Temps Futur, expressing the anxiety, hope and fascination of the future. Palais des Congres (266 2075).

Kodo – Japanese musician-athletes perform an ancient ritual of drumbeating which sounds at times as gentle as the whispering of reeds and at others as violent as the thunder in the mountains. Theatre des Champs Elysees (723 4777).

Ballet Antonio Gades performs Carlos Saura's Carmen with Cristina Hoyos in the title role. Theatre de Paris (280 0930).

WEST GERMANY

Berlin, Deutsche Oper: Premiering this month is a Jean-Pierre Ponnelle production of Fidelio, conducted by Daniel Barenboim. It brings together tenor Peter Hofmann as Florestan and Catarina Ligendza as Leonora. Der Rosenkavalier is perfectly cast with Brigitte Fassbaender and Anna-Tomowa-Sintow. Die lustigen Weiber von Windsor rounds off the week. (343 81).

Hamburg, Staatsoper: The week starts with Cosi fan tutte sung in Italian. Turandot has Eva Marton in the title role and Franco Bonisolli as Calaf. (351 151).

Frankfurt, Opera: Der Fliegende Holländer has Philip Joll in the title role. A new production of Don Pasquale has Günther Reiche in the title role. Other performances are Aida with Aurea Gomez in the title role, Cav and Pag and Der Turke in Italien. (256 21).

Stuttgart, Württembergische Staatstheater: Britten's rarely played Albert Herring opens the week. Premiering this week is Hans Werner Henze's Don Chrisciotte produced by Andreas Meyer-Hanno. It has Mario Brell in the title role. There has been much applause for Karl Orff's Die Kluge. (203 21).

Hamburg, Opera: Ballet-Hommage a George Balachine includes his Vier Temperamente, danced to music by Paul Hindemith Tchaikovsky and Mozart, a German premiere dedicated to the late Balanchine choreographed by John Neumeir to music by Mozart. Soloists are Bettina Beckmann, Lynne Charles, Chantal Lefevre and Jean-Jacques Defago (Sat).

NEW YORK

Metropolitan Opera (Opera House): Natalia Makarova dances the butterfly in Le Rossignol, the stunning middle piece in Stravinsky, which also includes Le Sacre de Printemps and Oedipus Rex, conducted by James Levine, with sets by David Hockney. The week also features the first performance of Arabella conducted by Marek Janowski, with Kiri Te Kanawa and Kathleen Battle, Tannhäuser conducted by James Levine and the new Rinaldo production conducted by Mario Bernardi and starring Marilyn Horne. Lincoln Center (580 9830).

New York City Ballet (New York State Theatre): The final week of the company's season of mixed repertory includes performances of Afternoon of a Faun, Concertino and Kammermusik. Lincoln Center (870 5570).

Nikolais Dance Company (City Center): This popular dancer and choreographer calls dance "an art of the theater," encouraging his use of various media as background for a mixed week-long programme. 55th St E of 7th Av (581 7907).

WASHINGTON

Joffrey Ballet (Opera House): Three separate programmes including nine ballets with three Washington premieres and one company premiere mark the week-long visit of the Joffrey. Gerald Arpino's Italian Suite, set to the romantic music of Ermanno Wolf Ferrari, is a Washington premiere in the programme with William Forsythe's Love Song. A premiere set to music by Aretha Franklin and Dionne Warwick. The third local premiere is Dream Dances, choreographed by Jiri Kylian to music by Luciano Berio, which is matched with Paul Taylor's Cloven Kingdom and Antony Tudor's spoof, Offenbach in the Underworld. The third programme consists of works by Sir Frederic Ashton, Jiri Kylian and Gerald Arpino. Kennedy Center (254 3770).

ITALY

Milan: Teatro Alla Scala: Wagner's Tannhäuser conducted by Gustav Kuhn (not Pretre, as announced at beginning of season) with Rainer Goldberg, Wolfgang Brendel, Elisabeth Connell. (809 126).

Bologna: Teatro Comunale – Teatro Dellecelebrazione: Simon Boccanegra (222 999).

Venice: Gran Teatro La Fenice: Atmosphere of the Vienna of the Hapsburgs is brought to Venice by Il Pipistrello, by Johann Strauss, conducted by Peter Maag. A French/Italian production sponsored by Veuve-Cliquot (25 191).

Turin: Teatro Regis: Fidelio conducted by Milan Horvat (548 000).

Rome: Teatro dell'Opera: La Cenerentola conducted by Gabriele Ferro (461 755).

Exhibitions

LONDON

Royal Academy: The Genius of Venice – we are treated to a show in the grand old manner of the Royal Academy's Winter Exhibitions. It treats us to exclusively the painting and, to a lesser extent, the sculpture, that Venice produced in the 16th century. Ends March 11

PARIS

Francis Bacon: His work – even in his recent paintings – continues tormented and the anguish is heightened by the mixture of a realistic execution combined with an irrational representation of the strained and twisted human body. Galerie Maeght-Lelong (563 1319). Closed Sun. Ends Feb 25.

Camille Claudel: 70 sculptures accompanied by paintings, drawings and engravings prove the individuality of Rodin's pupil who, through her realism and, later on, a sense of the theatrical, found her own way. Musée Rodin. Closed Tue. Ends June 11 (705 0134).

NEW YORK

Metropolitan: Rembrandt, Vermeer, Hals, van Ruisdael and Steel are among the 17th century masterpieces from the Royal Mauritshuis Picture Gallery in the Hague taking up temporary residence in commemoration of 200 years of Dutch-American diplomatic relations. Ends April 15.

WASHINGTON

Leonardo's Last Supper (National Gallery): Although the refectory of the Church of Santa Maria della Grazie has not been brought from Milan, this clever exhibit does the next best thing in combining preparatory studies drawn from the Queen's collection in Windsor Castle with photos and a film of the restoration and works done after the Last Supper, including a series by Rembrandt. Ends March 4.

CHICAGO

Museum of Contemporary Art: With the assertion: "The arts in West Germany today are dynamic and strong, and constitute one of the most important sources for contemporary art trends in Europe and America," this recent Chicago institution is putting on three German shows, of artists Rebecca Horn, Dieter Roth and 100 works of five neo-Expressionists. Ends April 1.

WEST GERMANY

Bremen, Kunsthalle, 207 Am Wall: A roving exhibition dedicated to Ewald Matare (1887 to 1965), the German sculptor and painter, highlights of which are 59 landscapes in watercolour presented to the public for the first time. Ends March 11

Cologne, Museum Ludwig, 1 Josef Haubrich Hof: Masterpieces of Russian Painting has 70 oil paintings from the end of the 19th and the beginning of the 20th century by Chagall, Kandinsky and Malevitch, for example. Ends March 25.

Berlin, Brücke Museum, 9 Bussardstieg: The museum has opened the first of a series of exhibitions in honour of the 100th anniversary of Karl Schmidt-Rottluff, the German expressionist painter. The show has more than 80 paintings. Ends March 25.

Nuremberg, Kunsthalle, 32 Lorenzer Strasse: a retrospective with 140 paintings, sculptures and works on paper by Joan Miro, the Spanish artist who died at Christmas. Ends March 18.

HOLLAND

Irish Culture from 3000 BC to 1500 AD in Amsterdam's Rijksmuseum until Feb 26. The Book of Kells, the most magnificent illuminated version of the gospels in Europe, is joined by a hoard of bronze, silver and gold treasures, all finely wrought and many of them encrusted with jewels – a reminder that long before its present troubles, Ireland had its golden age and was the last repository of Western art and learning to fall to the Vikings.

BRUSSELS

Spa boxes and trinkets from the 18th and 19th centuries. These were made as souvenirs from wood which owes its grey colour to a long soaking in the waters of the health resort. There are 150 boxes for gloves, sewing and sweets and trinkets such as pendants, brooches and book covers. Theatre National from Wed.

ITALY

Venice: Palazzo Grassi: as a precursor of the Venice Carnival (which explodes on Feb 28) an interesting exhibition of over 700 masks – from early Greek to the masterpieces of the Commedia Dell'Arte and later (until March 15).

Guggenheim Foundation – Palazzo Guggenheim: usually closed in winter but opened especially for a small exhibition of 10 paintings by Jackson Pollock.

Theatre

LONDON

Master Class (Old Vic): Timothy West as Stalin confronting Shostakovich and Prokofiev with charges of degeneracy in their music. David Pownall's gripping new play is second into the beautifully refurbished Old Vic after the departure of Blondel to the Aldwych. (928 7616).

Little Shop of Horrors (Comedy): Campy off-Broadway import which is less good than The Rocky Horror Picture Show but which has a curious charm, a full-blown performance from Ellen Greene and an exotically expanding man-eating prickly plan. (930 2578).

Sufficient Carbohydrate (Albery): Transfer after a sold-out season at Hampstead for Dennis Potter's menopausal, over-symbolic but truculently written comedy on a gleaming white Greek island set. Dinsdale Landen superb, yet again, as a garrulous drunk. (836 3878).

Tales From Hollywood (Olivier): Nearly the last chance to catch Christopher Hampton's witty scenario for Austrian emigrès in Hollywood between the wars. Michael Gambon is the playwright von Horvath, Ian McDiarmid a vulpine, cynical Brecht. Large-scale epic play, funny and thought-provoking on the subject of the Artists in exile. (928 2252).

Hay Fever (Queen's): Penelope Keith is more "right" for Judith Bliss than was either Edith Evans or Celia Johnson. She is very funny, winsomely autocratic, distracted. The supporting actors roll over without protest. (734 1166).

Pack of Lies (Lyric): Judi Dench in a decent, enthralling play about the breaking of a spy ring in the suburban Ruislip of 1959-60. Hugh Whitemore's script cleverly constructs a drama about betrayal from the friendship of neighbours. The story is based on fact and well directed by Clifford Williams. (437 3686).

The Real Thing (Strand): Susan Penhaligon and Paul Shelley now take the leads in Tom Stoppard's fascinating, complex, slightly flawed new play. Peter Wood's production strikes a happy note of serious levity. (836 2660/4143)

Daisy Pulls It Off (Globe): Enjoyable romp derived from the world of Angela Brazil novels: gym slips, hockey sticks, a clifftop rescue, stout moral conclusion and a rousing school hymn. Spiffing if you're in that sort of mood. (437 1592)

Noises Off (Savoy): The funniest play for years in London, now with an improved third act. Michael Blakemore's brilliant direction of backstage shenanigans on tour with a third-rate farce is a key factor. (836 8888)

NEW YORK

Cats (Winter Garden): Still a sellout. Trevor Nunn's production of T. S. Eliot children's poetry set to trendy music is visually startling and choreographically feline, but classic only in the sense of a rather staid and overblown idea of theatricality. (239 6262)

La Cage aux Folles (Palace): Perhaps this season's outstanding musical comes, like Evita and Cats before it, at the very beginning of the theatrical year. Despite stellar names such as Harvey Fierstein writing the book and Jerry Herman the music, the best parts of the show are not the hoopla, apart from the first-act finale a la Gaitè Parisienne, but the intimate moments borrowed direct from the film. (757 2626)

Nine (46th St): Two dozen women surround Sergio Franchi in this Tony-award winning musical version of the Fellini film 8½, which like the original celebrates creativity, here as a series of Tommy Tune's exciting scenes. (246 0246)

On Your Toes (Virginia): Galina Panova with presumably a genuine Russian accent leads an exuberant cast in the remake of Rogers and Hart's 1936 sendup of Russian ballet tours, complete with Slaughter on Tenth Avenue choreographed by George Balanchine and directed, like the original, by George Abbott. (977 9370)

Carmen (Vivian Beaumont): Peter Brook has done an excellent job in transforming this Lincoln Center landmark into a spruced-up version of his grubbier Paris Bouffe du Nord home for a fast-paced, stripped-down seven-performer, but wholly engrossing version of Bizet. (874 6770).

Noises Off (Brooks Atkinson): Dorothy Loudon brings Michael Frayn's backstage slapstick farce to Broadway in Michael Blakemore's production that includes Brian Murray, Paxton Whitehead and Victor Garber as her backstage conspirators. (245 3430).

The Real Thing (Plymouth): After 14 months in London, Tom Stoppard's latest giggle at the English intelligentsia, with a new found attention to the heart that beats beneath the veneer, arrived on Broadway in a cast headed by Jeremy Irons and Glenn Close, directed at a fast clip by Mike Nichols. (239 6200).

42nd Street (Majestic): An immodest celebration of the heyday of Broadway in the '30s incorporates gems from the original film like Shuffle Off To Buffalo with the appropriately brash and leggy hoofing by a large chorus line. (977 9020)

CHICAGO

Glengarry Glen Ross (Goodman Studio): Gregory Mosher directs David Mamet's story of Chicago real estate dealers which premiered at the National Theatre in London. Here the cast includes Mike Nussbaum, Joe Mantegna, James Tolkan and J.T. Walsh. Ends Feb 26 (443 3800).

E. R. (Forum): Moving into its second year parodying melodrama in a hospital setting, this emergency room continues its adventures among a young doctor, a receptionist and an authoritarian nurse. (496 3000)

Candida (Goodman Mainstage): Munson Hicks, better known as an actor, adds Shaw's jaundiced view of a minister's marriage to his list of directing credits. Ends Feb 19. (443 3800)

WASHINGTON

Beyond Therapy (Kreeger): Christopher Durang's romantic comedy has all the elements of modern singles life including meeting through the personals column of a newspaper and a scene in a hip restaurant, but it reflects more than explores the shallowness of a surfeit of choices. Arena Stage (488 3300)

The School for Scandal (Folger): With Dawn Spare as Lady Teazle and Lilene Mansell as Lady Sneerwell, Sheridan's "delicacy of hint and mellowness of sneer" comes to give inspiration close to the nation's Capitol in a production directed by Allen R Belknap (546 4000).

Death of A Salesman (Eisenhower) A new production with Dustin Hoffman as Willy Loman starts a cross-country tour destined to end up on Broadway in the spring. Ends March 18. Kennedy Center (254 3670).

THE ARTS

Cinema/Nigel Andrews

Killed by a camera's curiosity

Star 80, directed by Bob Fosse
The Curse of the Pink Panther, directed by Blake Edwards
Strange Invaders, directed by Michael Laughlin
Blood of Dr Jekyll, directed by Walerian Borowszyck

Mariel Hemingway and Eric Roberts

Back in 1980, blonde and beautiful Dorothy Stratten was the shape that launched a thousand staples: Playboy centrefold, 'Playmate of the month' and the toast of the Hugh Hefner empire. Some months later she was laid out in a wholly different manner, shot dead and then sodomised by her husband and promoter Paul Snider, who then blew his own brains out. The Western world rang to the scandal, and everyone suddenly went mad moralising about the Nemesis visited on American hedonism (as they did later with the Manson murders) and pitying the poor young female lamb caught in its toils.

Show business, of which Playboy is certainly a division, is the only religion in the world which has a fast-food attitude to its own goddesses. It elects and idolises them and then turns them into sacrificial victims. Star 80, directed by Bob Fosse (of *Cabaret, Lenny* and *All That Jazz)* is a poison pen letter by the glamour industry to the glamour industry. Like any act of self-directed tut-tutting, it carries a whiff of hypocrisy as well as a genuine masochistic fascination. It's also filmically somewhat of a shambles; shaken into disarray at a crucial point somewhere between intention and execution.

Fosse has aimed his kaleidoscopic style—jump cuts, elastic angles and a choreographer's brio of rhythm and movement—at a true-life story that he clearly want us to see as a modern tragedy. Mariel Hemingway's Dorothy is a peach-skinned blonde from Vancouver garbed in an improbable nimbus of innocence, while Eric Roberts as Snider is a gauche and jealous young wheeler-dealer caught up and finally mentally shredded by the outclassing machinery of the Playboy kingdom.

Moving between different time levels—before we're told of the murder, we're given doomy flash-forward shots of Roberts covered in blood in the room where the killing takes place — the film recounts the story like a *Citizen Kane* jigsaw. Characters are wheeled into view to insert their piece into the puzzle: Hugh Hefner, played with silk pyjamas and a smirk by Cliff Robertson, Carroll Baker as Dorothy's worldly beautiful Mum and Roger Rees as film director "Aram Nicholas," *aka* Peter Bogdanovich, who helmed Dorothy's first and only film *They All Laughed* and also became her lover.

But these characters are never more than brief blurs in the *dramatis personae*. The real reason the film fails to move us or improve us is that there's no sense of thwarted moral volition in the two principals—of free will furiously frustrated by fate—which would turn a mere nasty story into a genuine tragedy. Hemingway is a beautiful cipher, an intellectual mute with no note of credible autonomy. (It's a sexist view of a sexist victim.) And though Roberts makes more of Snider, a macho, mushy-voiced spiv (he sounds as if he is speaking through mouthfuls of hot cheese) dually dedicated to promoting his muscles with dumbells and his career with dumb belles, even he fails to grow or change through the story. The result is that *Star 80* is a blast at empty-headed exploitation by empty-headed morbid curiosity. It's an often brilliantly visualised series of snaps and vignettes, but as a scrap-book it never comes to continuous life and as an investigation it never solves its own enigma: the human why and how of a horrific murder.

*

The deceased are no less unresolvedly with us in the Pink Panther series. In addition to the memory of poor Peter Sellers, *The Curse of the Pink Panther* finds awkward posthumous space for David Niven and Peter Arne, both surviving in the film in small and seemingly bitten-off cameos.

The plot revolves around a Clouseau still "missing" somewhere in France and represented in the film only by a mock-Sellers voice issuing from a mummy-wrapped gent glimpsed in hiding in a luxury villa in the Cote d'Azur. We're supposed to assume that this is the Gallic gumshoe after plastic surgery. Very late in the film he takes off the bandages and reveals himself to be Roger Moore, the reasons for which I couldn't remotely understand.

Prior to this, Ted Wass (of *Soap)* takes centre screen as the young New York policeman chosen by the Sureté's master-computer as the man most competent in all the world to find Clouseau. Actually Herbert Lom's Inspector Dreyfus has fiddled the computer so that it finds the world's *least* competent cop. Result: Wass steps into the bungling bloodhound role as a surrogate Clouseau, causing much havoc and hospitalisation for Lom and charging off due south in search of (a) Clouseau and (b) the yet-again-stolen Pink Panther diamond.

This series is like being stuck in a recurring nightmare. Is it not time to call it a day, gentlemen? At 110 minutes, this seventh *Panther* is painfully stretched, almost to the point of doing the splits. It raises a murmur of mirth only when Lom's Inspector-under-stress seizes the screen, twitching an early-warning eyelid or choking into his *mouchoir* with suppressed hysteria as he reads out a flattering official Clouseau citation ("Genius, black belt, expert marksman . . ."). But elsewhere, Wass is wan, the slapstick scenes vary between the desultory and the desperate, and there surely cannot be much more of a cinematic future in Clouseau comedies without Clouseau?

*

Strange Invaders has even less sense of economy or incisiveness than *The Curse of the P.P.* But a few landmarks of originality rear up in the sprawling tale of alien interlopers in the midwestern small town of "Centerville, U.S.A." Young New York entomologist Paul Le Mat ventures thither when his wife, visiting her Mum, goes mysteriously incommunicado. She proves to have been captured by galactic visitors who look, when they rip off their camouflage of human faces, like ET after primitive surgery.

These beings can also, at the mere lift of an apocalyptic finger and release of a streak of lightning, explode cars, lay waste whole buildings and threaten the end of civilisation as we, or at any rate Hollywood know it.

They should have been encouraged to lay waste whole pages of this script. Dialogue scenes between Le Mat and the film's various leading lady characters—wife Diana Scarwid, reporter Nancy Allen and scientist Louise Fletcher — proceed with lacerating slowness. And the film is never sure whether to keep its tongue in its cheek, gently spoofing the 1950s Sci-Fi tradition of *Invasion of the Body Snatchers*, or its hand on its heart, prophesying credible doom. It ends up awkwardly doing both and resembling Napoleon with a toothache. But its special effects are both special and effective, and much of the movie's charm has a real and nutty flavour that in a more urgent narrative would have been hard to resist.

Large numbers of films are suddenly flying into London and opening un-Press shown. The Odeon Leicester Square follows the unpreviewed *Sahara* with the unpreviewed *Two of a Kind*, which stars that famous duo John Travolta and Olivia Newton-John, trailing clouds of Grease, in a musical entertainment about which I will tell you more when and if I buy a ticket.

However, I *have* seen *Blood of Dr Jekyll*, which has sneaked covertly into London as if in a dirty raincoat and is in fact a high and gamey masterwork by Walerian Browcszyck (of *Blanche* and *Story of Sin)*. This thunderously dotty farrago of swordsticks and arrases and secret panels and blood rites surfaced at Cannes five years ago and was asked by many critics to dive straight back into oblivion. The more fools they; and no wonder distributors hesitate to expose their more wayward wares to Press comment. The film is vivacious, atonal and unforgettable, like a meeting of minds between *Lulu* and *Dracula*.

Patience/Coliseum

Max Loppert

Alastair Muir

Shelagh Squires (top), Derek Hammond-Stroud and Patricia O'Neill

The celebrated English National Opera *Patience* is one of the five productions scheduled for the company's forthcoming U.S. tour. Wednesday's performance, the first of the London revival in advance of the departure date, boded very well for transatlantic success. Under Victor Morris, the orchestra was not always quite unanimous in the trickier rhythms of the overture (later on, these came right with infectious vitality); and perhaps the dialogue delivery of the cast's new members was not always quite up to proper speed. But these are minor quibbles, for already there is about the whole thing an irresistible zest that catches directly the spirit of an irresistible piece.

Even for those whose devotion to G and S may be prey to occasional fits of doubt, impatience, or even heresy, *Patience* must surely remain an unstaled pleasure. The satire is still telling: the outward features of the latest Aesthetic Movements may change seasonally, but the waffle and humbug that attach to artistic fashion are of a hardly-changing and regularly-recurring kind. Much of the delight to be had from John Cox's delicate and stylishly in-period production, in John Stoddart's agelessly curlicued sets, derives from heartfelt gratitude at the avoidance of easy topicality, of the up-dated re-writing that might well have been found, and even justified, in a modern *Patience*. Instead, the production allows, and the cast invites, the audience to draw its own parallels; and these are not slow to be gathered.

At the same time, the manner of the production leaves one in no doubt that this is one of Sullivan's most elegantly fashioned scores, with details of wit and charm that unassumingly grace every page and every number. A *Patience* given with dull, unfunny comic acting would be self-evident torture; but a *Patience* heavily or insensitively sung would cause suffering of a perhaps less obvious but not less penitential kind.

It is a special merit of the current ENO cast that with only one exception (unfortunately, a principal one) its members show themselves quite as deft vocally as in all the other arts of comedy; the foundations of the evening are handsomely musical.

Triumphantly returned to the roles of Bunthorne and Lady Jane are Derek Hammond-Stroud and Anne Collins. The mixture of grand style and monumental absurdity that is the recipe for all first-rate operetta acting has been perfected by both; for all their long experience in the production, neither is tempted to overplay, or step out of character in search of audience approval; and both are found in splendidly relaxed vocal form, Hammond-Stroud especially so.

The "aesthetic" ladies, new apart from Shelagh Squires' deliciously angular Saphir, each pursue with no less mastery a single line of humorous exaggeration. Sally Burgess's Angela is beautifully overcome by warmth and passion; Jane Eaglen, a company debutant with a soprano of ringing promise, clashes Ella's cymbals with wonderfully hearty appetite. Christopher Booth-Jones's Grosvenor is also an introduction of high promise, with Burne-Jones looks of apt pallor and a nice way of enjoying his own artful simplicity. The object of his and other affections, Patricia O'Neill's Patience, does very well with the dialogue, delivered in the ripest of Welsh accents; but her singing, always well-intended and brightly offered, notably lacks freshness and purity of tone. A flaw, then — but hardly serious enough to spoil a happy evening.

On Golden Pond/Connaught, Worthing

B. A. Young

Audiences that glowed in the sentiment of the movie can recapture it in Ernest Thompson's play from which the film was adapted—all of it, that is, but the lake and the Fondas. Without the views of summertime Maine the story is rather deflated; we are left with half a dozen familiar American character-studies, studied in the manner of Norman Rockwell, but with hardly anything to do.

We begin with Norman Thayer, verging on 80, his memory going, his heart ready to stop. Paul Maxwell plays him pleasantly, his throwaway cracks nicely thrown away, his arthritic movements truthfully observed; being a Canadian he can produce a convincing New England voice. Ethel, the wife, played by Eleanor Summerfield as a motherly lady with her youth still showing at the edges, does the housekeeping in the pretty summer cottage, a smashing design by John Hilder. They are visited, in successive scenes, by Charlie the laughing male-man, Chelsea their daughter and her new boyfriend Bill with his teenage son Billy by a former marriage.

The contents of the first act amount to the information you would be expected to know before Chekov wrote his first line of dialogue. In the second act Norman is unexpectedly saddled with Billy, as Bill and Chelsea visit Europe (where they get married). He turns this cool Californian boy, whose only admitted sport is "cruising the chicks," into a young fisherman with a devotion to his school books equal to his devotion to the fish. In return Billy has changed the resigned ill-natured octogenarian into a friendly uncle-substitute.

Everyone ends up happy, and if Norman seems momentarily in danger of a fatal attack of angina it's only to keep the curtain up a minute longer.

Joan Kemp-Welch's direction is good enough to make us believe that something has really been happening. Cookie Weymouth, Robert Gary and Robert Duncan as Chelsea, Charlie and Bill are lifelike stereotypes, and Gary Kielty, a graduate of Grange Hill, has only to swop his East London dialect for its Californian equivalent, or as much of it as Mr Thompson offers us, to make us believe in him and even like him.

Jill Gomez/Wigmore Hall

David Murray

Miss Gomez, always an interesting artiste, offered an all-French recital on Wednesday with Roger Vignoles at the piano. All-French, that is, if we count the three *melodies* that Manuel de Fallo composed to pretty Gautier *texts* in 1909. A fantasy of doves, a bit of chinoiserie and finally a candid seguidilla: Miss Gomez turned each charmingly, with bright piano-tracery. (Mr Vignoles was in superlative form throughout, giving faultless support with any amount of imagination.) The Fall seguidilla resembled Berlioz's "Zaide" which we had heard earlier, not least in suiting the Gomez style to a "t."

There was nonetheless some unsettledness in the actual singing, a nervy quality that became noticeable in the calmer songs. Of Berlioz we had also "La Belle Voyageuse" and the pathos-laden "La Captive" and in both—as with Debussy's four *Proses Lyriques* later—one felt that the soprano was hovering uncertainly between straight lyrical effusion and dramatic monologue. Plenty of sensitivity, but a slightly experimental air; I feel sure that the verbal elaborations of Debussy's own texts flow better as mood pieces than as declamation, in which manner they sound twee as well as fey.

Four early Debussy songs, recently unearthed, were more straightforward and winning, very much of their period (the 1880s, not the prenatal "1818" as misprinted in the programme). Miss Gomez knows just what to do with such things, and did it. The recital concluded with five "bons bons from La Belle Epoque": for the reason sketched above an old Hahan favourite made an odd, equivocal effect, but other numbers—especially a Spanish act by Delibes—went with the admired Gomez verve and teasing lightness. She took us by surprise with a serious, stately "La cloche" by Saint-Saëns, all melancholy poise and quite beautifully sung.

ECO/Elizabeth Hall

Dominic Gill

The English Chamber Orchestra's present series, of which Wednesday's concert was the third of four, combines Britten and Mozart. (The pairing is effective and perfectly workable: and how refreshing it would have been if, instead of groping after tenuous connections, our programme-book had declared them merely to be utterly different composers, of radically different sympathy, nature and stature, the best of whose music always deserves to be played!)

The evening's finale, and also as it happens its executive high point, was a very fine performance by Raphael Wallfisch of Britten's Cello Symphony. Wallfisch caught its peculiar cast and texture exactly: the fragmentations and Bartokian nighteeriness of the opening movement, breaking forth into complex song in its development; the Scarbo-like glitters of the scherzo; the unexpected effervescences (linked by a rich cadenza rumination) of the adagio and passacaglia. It was a reading of splendid concentration and cogency; of more rhythmic stringency indeed, and generally more vivid presence, than Rostropovich's on disc.

The conductor was Steuart Bedford, who also directed a lively, eager — almost over-eager — account to begin with of Mozart's Paris symphony: capable, bedside - manner Mozart, all genial reassurance. The soloist and director from the keyboard of Mozart's A major piano concerto K488 was Murray Perahia, whose playing was by and large exquisitely controlled, and whose gestures during the tuttis seemed by and large redundant. The performance got better and better. The adagio was beautiful, but imperfectly, unevenly voiced; the finale was a joy — relaxed, effortless, radiant. In the best of all possible musical worlds, they would have started a second performance

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Scottish Arts Council announces 1984-85 budget

The Scottish Arts Council has announced its budget for 1984-1985. The Council's chairman, Gerald Elliot, said that SAC's grant-in-aid had been confirmed as £11,879,000, an increase of 8.08 per cent on the sum for 1983-84. However, this amount included a special grant of £300,000 for Scottish Opera from the sum earmarked by the Minister for the Arts in the grant to the Arts Council of Great Britain.

Saleroom

Antony Thorncroft

A watercolour of Bellagio, on Lake Como, by Myles Birket Foster, sold for £12,960, over twice the forecast, at Christie's sale of English drawings and watercolours yesterday which totalled £112,423 with 7 per cent unsold.

The buyer was Christopher Wood, the London dealer, who was an active bidder: he paid £5,940, also well above estimate, for a woman and child by Henry Raymond Thompson, sold by the artist's son. "Garden spoil" by George Kilburne made £6,264 and "Tree sparrow and bullfinches" by Archibald Thorburn, £5,400, to the Tryon Gallery.

Top price at Sotheby's decorative arts sale was the £3,740 paid for a Liberty and Co "Cymric" silver and enamel frame of 1903. The estimate was £500. A set of 1936 Charles Boyton silver flatware, 80 pieces, doubled its forecast at £2,750.

Theatre in Barcelona

Ossia Trilling

The Spanish theatre is not confined to the Castillian language used by Lope de Vega and Garcia Lorca. Catalonia has its own ancient tongue, as those theatregoers outside Spain will know who have tasted the theatrical joys of the Catalonian Els Joglars ensemble on their various visits abroad. One such was their *La Claca*, seen at London's Riverside Studios some years ago, with its outsize puppets and extravagant costumes designed by the late Joan Miró.

No less admirable is the work of the Teatre Lliure ensemble, founded eight years ago by two Catalonians, who did their theatrical apprenticeship in exile as students of the Polish theatre in Warsaw. The director Lluis Pasqual and the designer Fabià Puigserver have clearly come under the influence of a non-naturalistic method of staging that lies somewhere between Peter Brook and Jerzy Grotowski, and this is plainly mirrored in their most recent production of *As You Like It*, at the aptly named Lliure, or Free Theatre.

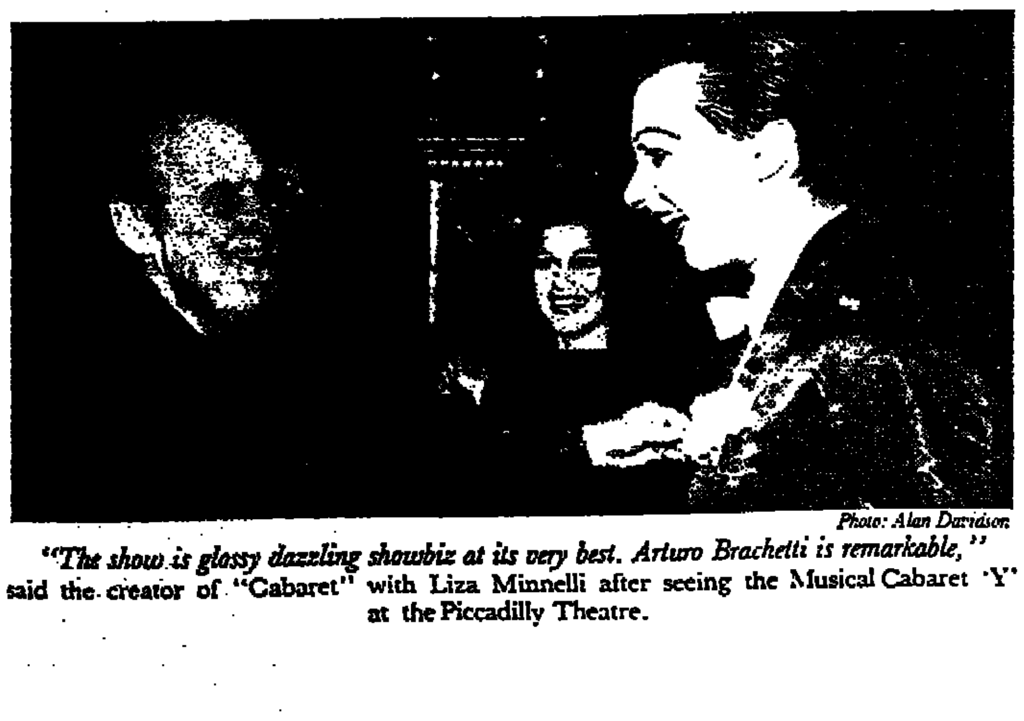
Half the joy of their production lies in the imaginative decor and the stylistically hybrid costumes designed by Puigserver, now the sole director at the Lliure, since the departure of Pasqual to Madrid to take over the running of the National Theatre, after Nuria Espert's return to her native Barcelona.

Her outstanding contribution to the theatrical tradition of Barcelona, apart from the tour of Lorca's *Dona Rosita* which was seen at the 1983 Edinburgh Festival, has this season also been an unorthodox production, in Catalan, of *The Tempest*. Another aspect of the Catalonian penchant for Shakespeare was to be seen at the Gran Teatre del Liceu in the successful Pasqual-Puigserver production of Verdi's *Falstaff*, which has earned them an invitation to stage *Le Nozze di Figaro* there next year.

I am told that the inter-war translations into Catalan of Shakespeare by the poet Josep M. Sagarra are both beautiful and faithful. The continuous laughter of the Lliure audience during *As You Like It* confirms this. This old box of a proscenium theatre with a narrow gallery has been converted into a flexible space-stage.

For *As You Like It*, the audience sits on three steeply raked sides surrounding the stage and sees itself mirrored in the fourth back wall as the play opens. This is then hoisted to form a sloping ceiling over the acting area, where the passing of the season in the Forest of Arden is nicely suggested by the sprinkling of snowflakes, flowers, petals, hay, autumnal leaves and suchlike on the stage floor by the company.

The 19th-century garb of the Duke's court gives way to a mixture of modern and renaissance costume, with distinct echoes of the circus-ring or the English music-hall for the comic characters. A comely Rosalind (Anna Lizaran) and a gallant Orlando (Lluis Homar) lead the dance, delivering their dialogue with passion and tongue-in-cheek by turns, while a slightly curtailed muster of the *dramatic personae* share some of the roles between them, irrespective of sex (to tally with Shakespeare's mood, according to Puigserver). The no longer youthful Carlota Soldevilla, for instance, doubles neatly, though not without some challenge to her powers of make-believe, as Old Adam and the good Duke.



Saleroom

A private collection of sculptures and paintings is to be sold at Christie's in Amsterdam on March 8, the proceeds of which are to go to Mother Teresa's Hospice in Calcutta.

The collection, the emphasis of which is on Medieval sculpture and pictures from the 16th to 19th centuries, was assembled by a couple who set up a fund, called The Witnessing of God's Love Foundation, in 1983. The foundation supports projects in Third World countries.

The founders have just moved out of their large house in Belgium, which is why Christie's is auctioning their extensive art collection.

This includes an early triptych *"Christ Mourned at the Feet of the Cross"* from the Flemish School from around 1540. The 30 sculptures and wood reliefs includes a mid-13th century northern Spanish or Scandinavian polychrome wood group of the crucified Christ, flanked by the Virgin and St. John.

One of the most famous items of art deco design in the UK – the clock which for almost 60 years hung high above the heads of customers in the Oxford Street store of Bourne & Hollingsworth – is to be sold at Christie's on April 17. A price of about £30,000 is forecast.

The clock, built by Gillett and Johnson, was installed in 1927 and taken down when the store closed. It will be sold with its musical chimes, played on six bells.

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Friday February 17 1984

U.S. anti-trust bares its teeth

THE U.S. Justice Department's decision to block the proposed merger between Republic Steel and LTV Corporation has come as a considerable shock to the American steel industry.

Rationalisation through merger has been seen as one of the ways in which the industry could shed obsolete capacity and make itself more efficient. It has also been assumed that the Reagan Administration's generally permissive approach to large-scale horizontal mergers would permit rationalisation to proceed without running into anti-trust obstacles. It now appears that the steelmakers will have to re-think their strategy.

This is the first major *decision by Mr Paul McGrath,* recently appointed head of the Justice Department's antitrust division. It has inevitably aroused speculation that he intends to take a tougher line on mergers than his predecessor, Mr William Baxter. Yet it is arguable that the LTV-Republic decision is not out of line with the merger guidelines published in 1982 and is consistent with other recent antitrust decisions.

Central issue

The 1982 guidelines did reflect a more favourable attitude toward mergers; the assumption was that most mergers were good for efficiency and that government intervention should be kept to a minimum. But the objectives of merger policy were unchanged—to prohibit mergers that create or enhance market power, defined as the power "profitably to maintain prices above competitive levels for a significant period of time."

In this context the level of market concentration resulting from a proposed merger continues to be a central issue for the anti-trust authorities to *consider. As the Justice Department* saw it, the LTV-Republic merger would create unacceptably high concentration in three sectors of the steel market. By contrast, the Getty Oil-Texaco merger, which was recently cleared by the Federal Trade Commission, does not significantly increase concentration in the U.S. oil producing business—a far more fragmented sector than steel.

The guidelines also call for a firm response to the argument that a merger which enhances market power can be justified by reference to the efficiencies it will produce. The Department will require "clear and convincing evidence" that the merger will produce substantial cost savings through economies of scale and integration of facilities.

Savings

Mr McGrath was not persuaded that the LTV-Republic merger would yield the savings which the companies claimed, or that the economies could not be achieved by other means. He recognised that the steel industry was in a state of crisis and he suggested that other forms of rationalisation might be considered—such as a reshuffling *of plants between companies*—which fell short of full-scale mergers.

The companies had argued that the merger was necessary *to improve their ability to hold* their own against international competition. But as the Justice Department pointed out, imports are severely restricted, particularly from the EEC and Japan. As long as these formal or informal arrangements continue, the industry is to a considerable extent insulated from foreign competition.

The Justice Department's ruling is important for two reasons. First, it shows that, despite the recent shift in American antitrust thinking, large-scale horizontal mergers can still be seen as a threat to competition. Second, it shows that the vigour of competition, at least in industries which are *exposed to imports,* depends at least as much on trade policy as on antitrust policy.

One of the reasons for inefficiency and technological *backwardness in the American* steel industry has been its success for much of the period since the late 1960s, in obtaining protection against low-cost *imports. This has served to* postpone the necessary attack on high costs (especially wage costs) and to keep prices higher than they need have been.

An *open trade policy is a* more powerful stimulus for modernisation than the creation, through merger, of a small number of very large companies. The implications of the Justice Department's ruling in the LTV-Republic case need to be noted carefully in other parts of the Reagan Administration.

Planning UK public spending

THE WHITE PAPER on public spending published yesterday deserves a fairly wholehearted welcome—or most of it does. Most important, it suggests that the system of cash planning is indeed beginning to achieve *reasonably tight control of the* totals. As a result, the outturn which will set the debit side for Mr Lawson's first Budget looks like being remarkably close to the estimates made in November. What is more, there is much less fudge in the plans for the coming year.

Last year the contingency reserve was reduced, and credit was taken for some quite improbable underspending, in order to reach the desired total; hence the gloomy, defeated air of Mr Lawson's first weeks in office. Next November he will, with luck, be spared the need to hector his way out of a set of nasty surprises.

Honest

The new White Paper also marks a long stride along the road to a comprehensible document *which could even form the* agenda for an informed debate on the great issues it treats. The first cash planning White Paper was a virtually unintelligible heap of numbers. The second was somewhat more forthcoming, but disfigured by sleight of hand.

This one is not only honest but explicit and easy to follow—especially the explanation of individual programmes, which is a model of what can be done in a limited space. It has its controversial—or, some would argue — downright deceptive passages; but it is so lucid that the disguises are fairly easy to penetrate. For all this, much gratitude is deserved.

The future which is mapped so relatively clearly is familiar. In cash planning terms, the Government is intending to hold the growth of public spending to about the expected rate of inflation—shown as gently declining but still well short of Mr Lawson's zero objective even at the end of the fairly short horizon offered. In fact, this standstill owes a little to illusion; netting out asset sales and similar distortions, the total rises by about 1 per cent annually in real terms.

More seriously, this restraint is still achieved only by holding public sector capital formation down to a very constrained level. The point here is not that the Government's strategy could lead to the destination *only too familiar in parts of the* U.S.—public squalor in the midst of private affluence.

Political

That is a political choice, and everybody knows Mrs Thatcher's priorities. It is rather that some infrastructure investment is in the long run essential, but in the short run is easy to postpone. To postpone such work at a time when the relevant resources are lying idle is not sensible economic management. It is still less so when the Government consequently has to spend more on the idle men.

Unfortunately the White Paper suggests that the Treasury is as far as ever from *acknowledging this concept.* A highly political set of statistics seeks to show that capital spending has really been quite stable. This is achieved only by including defence "capital," which is no sort of contribution to the infrastructure. The point which is left out is whether the public sector can make its expected contribution to future output.

It is in *this field of general* philosophy that the Government is still failing to make its case. Indeed, the White Paper leaves room for the suspicion that the *Government has general* prejudices where its philosophy ought to be. One such prejudice is against the sort of taxes which have to be announced by the *Chancellor;* but the White Paper still happily announces "cuts" in spending which are simply attempts to shift the odium on to someone else.

The nationalised industries will charge higher prices, and so stop demanding public money for investment. The local authorities will again be squeezed by confessedly unrealistic spending targets, which will simply mean a smaller contribution from the Chancellor and a higher bill for rates. We hope that the next White Paper will continue the progress this one represents by including some economic framework, and omitting the remaining blemishes.

ECONOMIC VIEWPOINT: PUBLIC SPENDING

Trying to hold back Leviathan

By Samuel Brittan

THE Public Expenditure *White Paper 1984-85 to* 1986-87 does not have the political thrill of the annual battle between the Treasury and the spending departments or the secretive glamour of the Budget Speech when MPs and reporters wait with bated breath to learn what their tax rates are going to be.

Yet it would be wise to pay more attention. For the figures in the Public Expenditure for the 'out" years, 1985-86 and 1986-87 provide the context of future annual spending battles and therefore of future taxes.

The Treasury will try to hold the spending departments to these provisional totals, while the spending departments will put in new bids and accuse the Treasury of demanding "cuts," simply to bring the total back to what was originally agreed. There would be less "shock, *horror" on the part of both the* spending departments and the interest groups which surround them if they—and the Chief Secretary—took more seriously negotiations for plans extending more than one year ahead.

The spending totals now set out are in cash, and no longer "funny money." If inflation is faster than assumed there is no automatic right to compensating increases, except in the case of pensions and other social security payments linked by statute to the Retail Prices Index. The general rule is that spending departments must accommodate higher inflation within existing cash plans although, of course, they would argue about the wicked "cuts" being forced on them. On the other hand if inflation falls faster than expected, spending can rise a little in real terms.

An emphasis on stabilising real spending total

The overall message of the White Paper is that the Thatcher Government will do *its level best to stabilise public* spending in real terms over the next few years, rather than to cut it, and rely on a resumption of economic growth to finance some modest tax cuts, reduce the PSBR and offset the eventual decline of North Sea oil revenues. This is not a far-fetched hope if economic growth goes back to a normal 2 to 3 per cent annual average, compared with the zero rate experienced between 1979 and 1983 during the first Thatcher Government. Indeed growth will have to be at the top end of this range to make inroads into unemployment.

In the current financial year, spending is estimated to have *risen by some 0.6 per cent above* original expectation in cash terms, despite a faster than expected fall in inflation and to be 6.1 per cent above a year ago. *After allowing for inflation,* public spending may have risen by just over 1 per cent. To prevent a recurrence of this overshooting, the Treasury has taken some fresh precautions. These include steps to obtain a better profile of expenditure movements month-by-month over the year. In addition the contingency reserve has now to cover not only policy changes but also changes in the estimates of the costs of "existing policies."

Next year, spending in cash *terms should rise by 5 per cent* —which is approximately the rate of inflation predicted in terms of the GDP deflator last autumn when this figure was *agreed.*

In 1985-86 and 1986-87, cash spending is expected to rise by 4½ per cent and 3½ per cent respectively. *This path clearly reflects the Government's* expectation of declining inflation, although some people will be relieved and others upset that there is nothing which implies a commitment literally to zero inflation. (Indeed when the U.S. experienced "creeping inflation" of up to 3 per cent in the 1950s and early 1960s there were quite a few "sound money" economists who argued that, if allowance was made for quality improvements not reflected in price indices, the U.S. was experiencing "stable prices" for all practical purposes.)

The social security section of the White Paper does contain assumptions about inflation *rates of 4½ per cent in the year* to May 1985 and 4 per cent in the year to May, 1986. But for once the disclaimer that these are not forecasts can be taken seriously. The figures refer to the RPI, not to the wider GDP deflator used to measure the real growth of public expenditure. More important: they reflect the economic forecasts of last autumn when the spending plans were negotiated and not *the new forecasts which will* surface in the Budget.

When it comes to specific programmes, the Treasury seems to have won its battle to *prevent the pledge to Nato to* provide 3 per cent annual real growth in military expenditure from being renewed after it expires in 1985-86. If military costs are really rising faster than the general price level, as the brasshats claim, then we can look forward to some eventual modest fall in the volume of military spending. (I was going to add "provided the Treasury sticks to its guns," but the metaphor is perhaps unfortunate.)

The big theological issuehas become the treatment of "special sales of assets"—the Treasury's name for privatisation issues. These are expected to rise from just under £0.5bn in 1982-83 to £1.2bn this year, and £1.9bn in 1984-85. They are then expected to level off at £2bn in both 1985-86 and 1986-87.

At present, asset sales are *treated as negative expenditure* and reduce both public spending and the Public Sector Borrowing Requirement. The case for excluding them from public expenditure—which could be done simply by treating them as receipts—is to my mind stronger than the case for excluding them from the calculation of the PSBR.

But even if they are to be excluded from public expenditure only, a number of questions remain unanswered. First, why just pick on privatisation? Council house sales are also asset sales which go to reduce *the public expenditure total.*

It is not, however, possible just to exclude items which happen to be in the headlines without playing havoc with the consistency of the public sector accounts. The Chancellor has pointed out that if the Government acquires assets it is treated as an increase in public expenditure; on this convention asset sales count as expenditure reductions.

The Treasury committee suggest a distinction between investment in new assets and purchases and sales of old ones. But it confines itself to recommending in black type the exclusion of asset sales from the PSBR without any recommendation on the consequential changes which would be necessary throughout the public sector accounts.

One Treasury committee *expert witness,* Terry Ward, has estimated an alternative public expenditure index which excludes special asset sales. It also excludes certain other items. For instance the reduction in employers' National Insurance Surcharge automatically reduces public expenditure and revenue simultaneously, without any real change in the scale of public sector activities. Changes in the administration *of housing and sickness benefit* have also brought about simultaneous reductions on both sides of the accounts.

Even the Ward index is far *from the last word. For instance* it excludes council house sales and other distorting items which he himself emphasises in another more backward-looking table. As council house sales will soon reach a peak and decline, and asset sales will reach a plateau next year, it is highly likely that the different concepts of public spending will diverge much less in their rates of change from 1985-86 onwards.

Quibbling about definitions does not change the broad picture. Until 1981-82 the ratio of public expenditure to GDP was rising smartly under the influence of recession. This affected the ratio in two ways. It forced the Government into recession-related spending—not only unemployment pay, but extra help for industries such as steel and coal and other first aid measures for the victims of economic slowdown. Since then the public spending ratio has been on a very gradually declining path, both because spending has been under better control and because the resumption of economic growth has raised real GDP.

Of course, if you believe that the public spending percentage is a precise indicator of the encroachments of government on the individual—or, from a different point of view, of the degree of social concern and compassion—then the exact definition of public spending is terribly important. Similarly, if you believe that "sound finance" requires an exactly balanced budget, then the definition of the PSBR is vital.

But if you do not believe any of these things then you will accept that there is an inevitable conventional element in what counts as revenue and what counts as outlay spending, in what is counted as a reduction in *government* borrowing and what is counted as a way of financing a given borrowing total.

The most straightforward procedure would be to publish revenue and expenditure side by side in a single document so that people could shift items from one side or the other as they chose and realise how little difference it made. For a decade-and-a-half the Treasury has been feeling its way towards such a presentation, but has never yet got there—partly because expenditure and revenue are in charge of completely different officials who rarely come together in their working lives.

What is lacking is the overall strategy and aims

In any case it is high time that Part 1 of the Public Expenditure White Paper, which deals with the overall totals, were presented in a new and more civilised form. At present it contains rows and rows of unexplained figures, which are completely meaningless unless one can translate them instantly in one's head into percentage terms and *memorise the result.* Even the "child's guide" presented in the Treasury's educational Progress Report is better than the White Paper itself.

What is completely missing is an account of the Government's strategy and aims for public expenditure: why it wants to stabilise the total and *how it proposes to do it, and* why some sectors are changing relative to others. Nor is there an explanation of the privatisa-programme, still less a contribution to the much-heralded debate on the longer term.

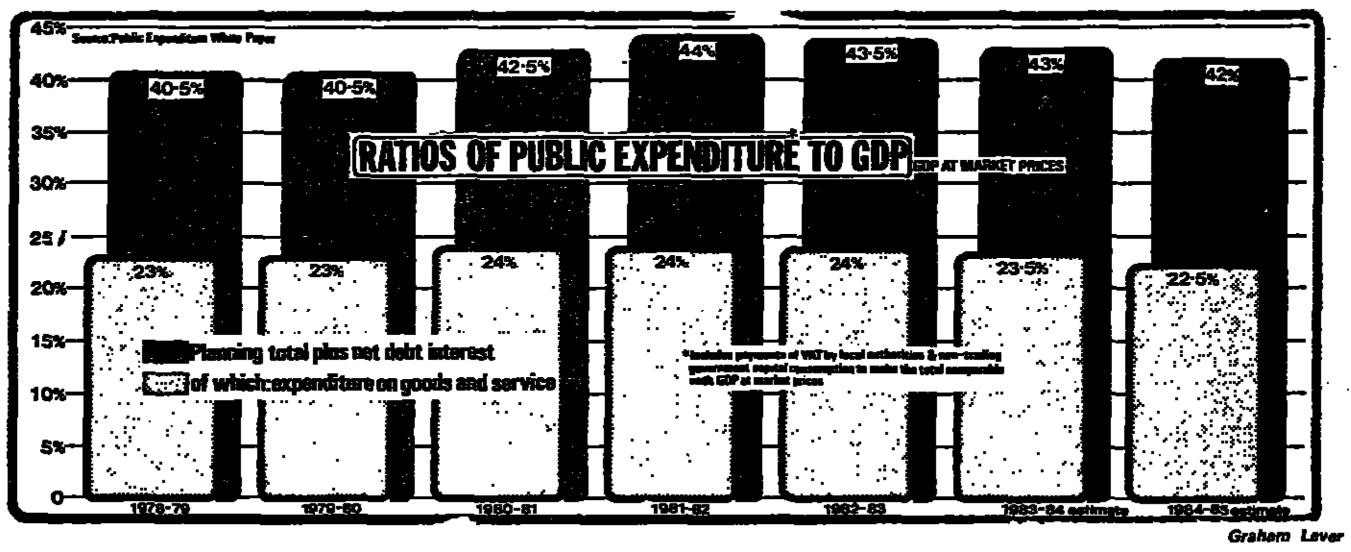
If a key document covering more than 40 per cent of the whole economy fails year after year to generate the great national debate, which in principle it should, is it not time that somebody started to think through its design function and approach from beginning to end?

PUBLIC EXPENDITURE PLANS

	*Total planning cash £bn**	*% Increase cash*	*% Increase real†*	*% Increase real: Treasury committee's estimate‡*
1979-80	76.9	17.0	0.1	
1980-81	92.7	20.5	1.5	
1981-82	104.7	13.0	2.8	2.3
1982-83	113.4	8.3	1.5	2.7
1983-84§	120.3	6.1	1.1	2.0
1984-85¶	126.4	5.0	0‖	1.0
1985-86¶	132.1	4.5	0‖	
1986-87¶	136.7	3.5	0‖	

* Excludes debt interest. † "Cost terms." ‡ Excludes sales, etc (explained in text). § Estimate. ¶ Forecast. ‖ Very approximate.

Source: Public Expenditure White Paper.



Source: Public Expenditure White Paper

Graham Lever

Men & Matters

Wall Street's weekend

Fierce debate rages on Wall Street—and, for once, it is not about Fed monetary policy, or the U.S. budget deficit, or the state of the U.S. economy.

It centres on the key question of whether Wall Street's harassed traders and economists will take advantage of the shift in timing of the weekly release of M1 money supply figures to make an early break for the coast, or the bars.

From yesterday, the figures are being released on Thursday afternoon instead of Friday. And seasoned traders, recalling halcyon days under a similar regime a few years ago, believe this could usher in a new and *more relaxed era.*

Until now, they have had to wait around until late Friday for the figures from the Fed, and then spend the weekend worrying about their implications.

The new timetable should allow for a more considered market reaction—and an extended and more carefree break.

As one senior Wall Street analyst said yesterday: "My wife has been pressing me to go out to dinner on Friday *nights for years. Now there is* a chance I might be able to make it."

Wall Street wives are not the only people who have been eagerly waiting for the change. Bar owners in the area—and around the exchanges in Chicago—have also had their fingers crossed. Trade may fall on a Friday, but they expect a more-than-compensatory surge in Thursday night custom.

Everyone seems to agree that the change will bring initial confusion and perhaps greater volatility in the markets; but that it will not reduce Wall Street's hypersensitivity to the M1 number, despite the Fed's attempt to shift the emphasis towards wider aggregates.

Wall Street messengers will still have to queue for hours ahead of the 4.15 pm release to get their copies of the figures.

When William Miller was Fed chairman during the Carter Administration, he is said to *have quipped that most surveys* showed Americans thought the Federal Reserve System was an Indian reservation, a national forest, or a rare, old whisky.

Things are different today. Current Fed chairman, Paul Volcker, is often rated second in importance only to the U.S. President, and people no longer think of M1 as a sort of rifle.

Out-sold

Food for thought for Irish *businessmen at a Dublin lunch* yesterday.

The best way to sell cosmetics in Germany, Dusseldorf marketing consultant Jorg Jeannee, told them, is to suggest an Irish connection. "Irish Spring" is a top-selling soap; and "Irish Moss" is a popular after-shave lotion.

Advertising budgets for these products, which have nothing to do with Ireland, came to DM5m *last year. The Irish themselves* spent only DM1.5m advertising genuine Irish products, mainly whiskey and liqueurs.

"Now you stay on there or Mr Kinnock will get you!"

Safra does nicely

American Express, the financial services group, has had more than its fair share of bad publicity lately. So it was with some relief that the company announced yesterday that it had finally nailed down Edmond Safra, the Geneva-based banking tycoon, *in the top job at* American Express International Banking Organisation (AEIBC).

More than a year ago American Express agreed to pay $550m for Safra's trade development bank. One of the reasons for the fancy price was the fact that American Express was also buying the banking skills of Safra, who is rather different from the run of the mill bank vice-presidents who have been running AEIBC.

As the months ticked by after the takeover, however, there was no sign of Safra. Speculation mounted that American Express had bought a pig in a poke and was unable to hire him because of problems arising out of his interest in Republic New York Corporation, a possible rival.

After careful scrutiny the U.S. comptroller of the currency's office, which keeps an eye on potential conflicts of interest, gave Safra the green light last December.

Safra has not been forced to sell his controlling shareholding of Republic. And yesterday he took over as chairman and chief executive of AEIBC. I understand he will continue to be based in Geneva. But it is still not clear whether he will get a seat on the main American Express company board.

Worth a lot

Just a month after Christie's lost some of the late Mrs Florence Gould's jewels in an armed raid on its St James's premises, Sotheby's has announced *that it is selling her* furniture, silver, porcelain and works of art in Monaco in June.

It is rare for the executors of an estate to use both the rival *auctioneers, but Sotheby's holds* sales twice a year in Monte Carlo, close to Mrs Gould's long-time home in Cannes. Widow of an American railroad billionaire, she was a Riviera celebrity, noted for wearing her egg-shaped pearls even for a morning's shopping trip.

It is unlikely that Christie's lost out on the *furnishings* and fittings because of the jewels raid. Insurance will make good the loss. But it does raise questions about the key element in the Gould collection—her paintings.

The jewels and the furnishings are expected to bring in about $5m each, but the paintings, including *Impressionist* masterpieces as well as Old Masters, especially of the 18th century, will be worth a good deal more.

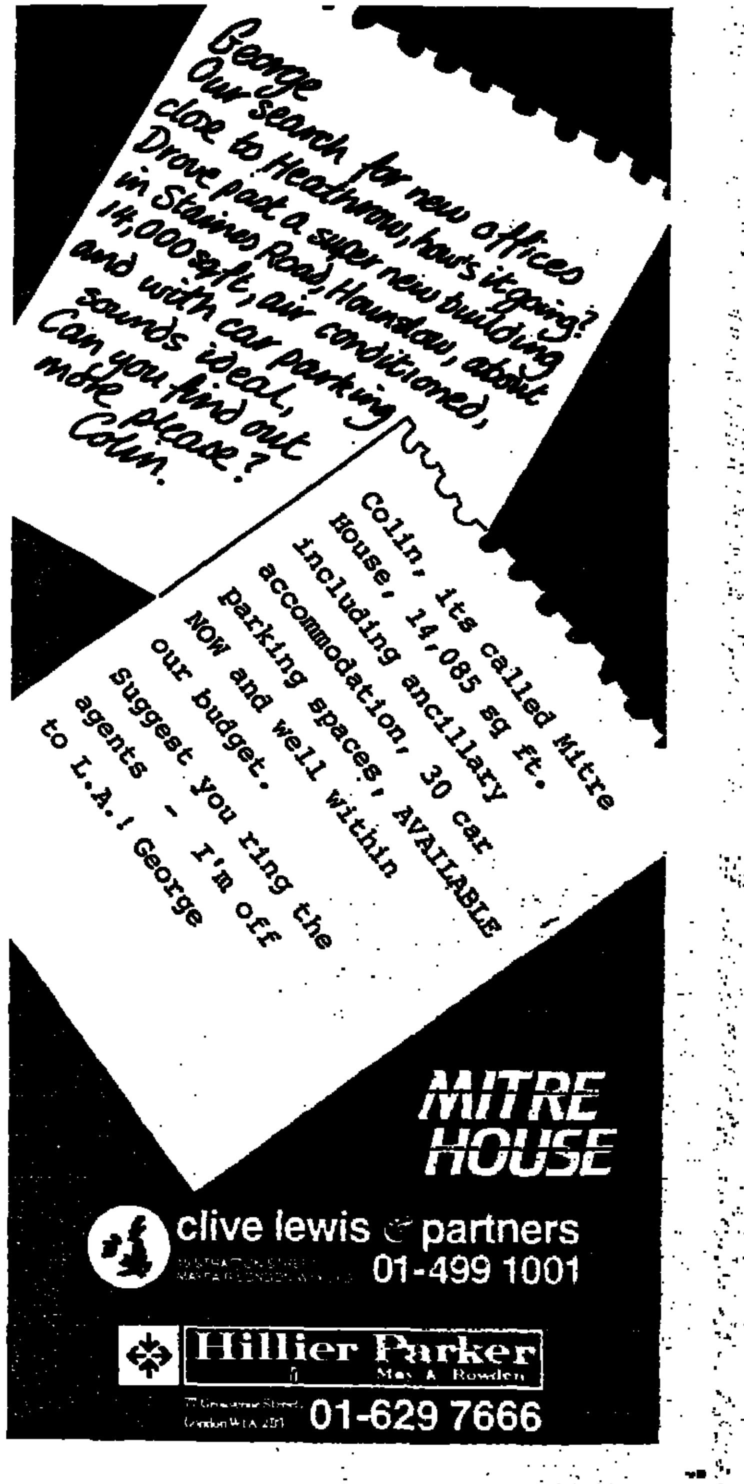
Both salerooms will be bidding ferociously for that lot.

Changing times

Who says women aren't emancipated? A colleague, who recently became a proud father, found himself earnestly discussing *the merits* of disposable nappies with the male managing director of a financial services group over lunch the other day.

A woman press officer in attendance, clearly ignorant of such matters, sat through the exchange in bemused silence.

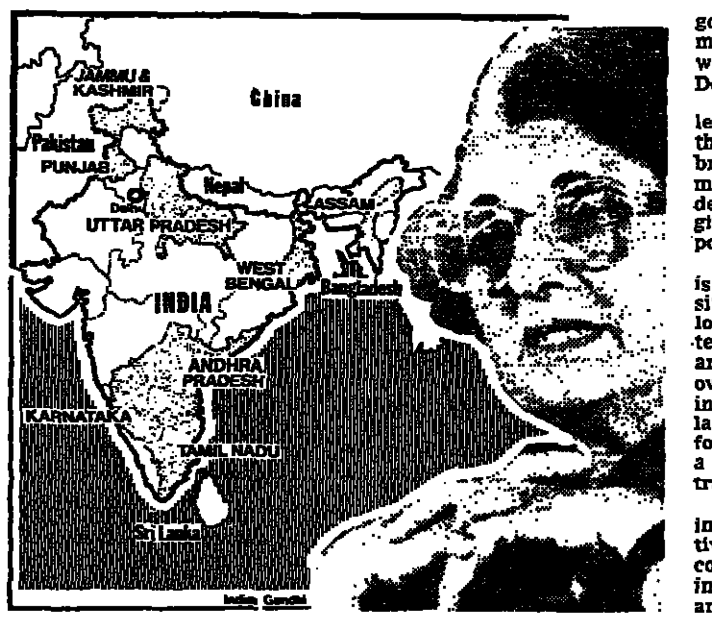
Observer



INDIA IN ELECTION YEAR

Mrs Gandhi prepares her ground

By John Elliott, South Asia correspondent in New Delhi



BY THIS time next year Mrs Indira Gandhi will have been removed from the premiership of India for the second time and her political career will be almost over. Or at the age of 67, she will have won a new mandate for herself and the extra time she needs to groom her son Rajiv as the new standard bearer for the family dynasty, which started with her father, Jawaharlal Nehru, the country's first Prime Minister.

Since she was elected four years ago, after three years in opposition, Mrs Gandhi has had some success in invigorating the country's sluggish economy. She has eased bureaucratic and other industrial controls and extolled the importance of advanced technologies, while not ignoring the poverty of the vast majority of the country's 700m population.

Politically she has been trying to live down the memories of her controversial 1975-77 state of emergency, keeping as tight a control as possible on her vast and fragmented country from New Delhi. She has had to cope with sectarian violence in states like the Punjab and Assam and with extremist problems in other border areas like Kashmir.

She has kept up a policy of brinkmanship with Pakistan, but has also struck a balance between the East and the West which internationally has given her extra credibility as current chairman of the Non-aligned Movement.

The stakes involved in winning another term of office and the eventual succession for her son seem now to govern almost every political move Mrs Gandhi makes.

Even the execution last weekend of Mohammad Maqbool Butt, the Kashmir separatist leader, a few days after an Indian diplomat was killed in Birmingham, is seen by some as a demonstration of firm central Government action in the face of violent factional opposition.

The message is simple: since Mrs Gandhi's Congress I (for Indira) party is the only viable national party operating in India, it alone is fit to govern.

She must go to the country by early January, five years after she defeated the former short-lived Janata Administration, and she might be persuaded to go earlier: a good monsoon last year, the disarray of her political opponents, and the international acclaim India received as the host of last year's Commonwealth and Non-aligned conferences, could still encourage her to go to the polls soon.

But Parliament in New Delhi was last week summoned for its budget session, to start on February 23. This is widely regarded as a signal that barring unforeseen crises there will not be an early poll. Mrs Gandhi could still surprise observers by having a small budget and cutting short Parliament's three months of subsequent debate to hold a spring election. It now seems more likely, however, that she will go to the country either in the autumn or at the end of the year

A later election would give Rajiv longer to develop as a politician who could take up his first ministerial post if she wins. It would also give her more time to discover a unifying theme to offset the growing appeal of the regional political parties.

The Congress Party has dominated Indian politics since before independence and has ruled since 1947 apart from the short-lived 1977-1980 period of Janata party government. It has tried to assert strong central control over the country's federal structure. In 1980 it was elected with 351 out of 542 seats in the Lok Sabha (parliament), but with only 43 per cent of the votes cast. No opposition leader approaching Mrs Gandhi's stature and popular appeal has emerged.

The rump of the earlier Janata Government, led by Mr Chandra Shekhar, has now formed a Left-inclined alliance which has been holding meetings with the country's two Communist parties, and some regional parties such as the one run by Mr N. T. Rama Rao, a former film star, in Andhra Pradesh.

It is the regional parties which really worry Mrs Gandhi. A year ago she suffered humiliating defeats in the previous Congress strongholds of Karnataka and Andhra Pradesh, and a regional party is in power in Tamil Nadu. The regional party in Jammu and Kashmir is in bitter conflict with her central rule, as is the Communist government in West Bengal. In Assam and Punjab, governed by Congress (I), militant local communities want to wrest powers from New Delhi.

Although this agitation often leads to violence and bloodshed, there is no threat of India breaking up. Separatist movements abound, but the real demand is for the states to be given more economic and other powers.

In her favour in any election is the relatively strong economic situation. Mrs Gandhi has loosened India's traditional protectionist policies, and the U.S. and West Germany have just overtaken the UK as major investors and industrial collaborators. Japan has decided for the first time that India is a fruitful industrial as well as trading partner.

These countries are recognising that India is a more attractive, though still difficult, country to operate in. But industrial growth, hovering at around 5.5 per cent, is still held back by bad electricity supplies, communications problems, and a cumbersome and often corrupt bureaucracy.

The current account of the balance of payments is healthy, however, with gross reserves equalling four months' imports, and Mrs Gandhi has been able to tell the IMF that India does not need the final SDR 1.1bn of its three-year SDR 5.2bn short-term loan due this year.

The government is still short of longer-term development finance and is worried by the cut in the World Bank's International Development Association long-term soft loan funding.

Public spending has been pruned by 5 per cent for the rest of the financial year and projects have been delayed because of a shortage of domestically raised public funds. Mrs Gandhi has referred to a "financial crisis" hitting all project expenditure, which may be an overstatement, but the government is determined that India should avoid the debt problems of countries like Brazil in its development.

Mrs Gandhi's long-term strategy is still in doubt. Her recent manoeuvres have rekindled speculation that she might try to gain ascendancy over her political opponents by revising the constitution and either delaying the election or making herself into a U.S.-style executive president.

Her son says an executive presidency was considered "two or three years ago." But although it would have provided "a unifying force," it was not thought worthwhile. Alternatively but less probably, she could move in to semi-retirement in the present non-executive Presidency when the incumbent's terms of office expires in three years. This would leave the way clear for Rajiv Gandhi to succeed her.

Her first challenge is the general election. It is generally assumed that she will lose some seats, especially in the South, but will probably hold onto power. The big possibility, one that she will find difficult to stomach, is that she will be forced to forge an alliance with the Communists or some of the other smaller parties which have proved such an irritant in the past.

Politics today, by Malcolm Rutherford, will appear tomorrow.

RAJIV GETS ACCUSTOMED TO HIS PLACE IN THE DYNASTY

RAJIV GANDHI, Mrs Gandhi's 39-year-old son, is *now prepared tentatively to* admit that one day he may stand to be Prime Minister of India. He acknowledges that he is "in politics for life."

But when asked whether ultimately his ambition is to succeed his mother, he says: "I think that question will come up, yes. And I would not shirk the issue." But he adds that he has been in this game only for a couple of years, and needs more experience. It is "all a long way off." he says.

The reticent answers are not those of an experienced politician parrying questions. *Rajiv Gandhi is a shy, quietly-*spoken man who seemed not to have had any intention of entering politics until his controversial and politically active brother Sanjay died four years ago in an aircraft crash. Rajiv was then an Indian Airlines pilot and appeared happy with his life. He is married to an Italian wife.

Nevertheless he seems to have accepted his potential destiny, and has developed considerably since his mother thrust him into politics. He is becoming used to being the centre of attraction and even *adulation and sometimes of* exercising authority.

"Today's leader — tomorrow's hope. Welcome Rajiv Gandhi" proclaimed several thousand posters in Calcutta when he arrived with his mother for a recent Congress I conference.

Rajiv and his wife live in New Delhi with Mrs Gandhi in one of the large rectangular white bungalows which line the wide avenues of the elegant city centre laid out by Sir Edwin Lutyens.

He is currently general secretary of Congress I, with special responsibility for party *organisation* and youth affairs. He is trying to "systematise" and improve the organisation of the party which, he says, was in a fairly bad state.

***His* political *future* will soon face a key test. He is to stand for re-election as an MP in the Uttar Pradesh constituency of Amethi, where his late brother Sanjay was MP. But Maneka Gandhi, Sanjay's charistmatic 27-year-old widow, says she will stand against him, having last year set up her own rival political party.**

Maneka and her four-year-old son were thrown out of the family home nearly two years ago by Mrs Gandhi. She would have little chance of winning an election against Rajiv elsewhere, but might just beat him in Amethi.

Congress I is preparing the ground well, however, and Rajiv confidently states that he will win. He could insure his political future by standing somewhere else at the same time (all candidates can stand in more than one constituency) but says: "I am 90 per cent convinced I don't need to."

Lombard

Why frankness is the best policy

By David Buchan

MRS THATCHER put it the right way round when she said in Moscow this week that arms control needs a climate of better and broader East-West confidence if it is to succeed.

Confidence, she could have gone on to say, requires that one side can place a degree of trust in what the other says. Otherwise, the "trust issue" will become an even bigger obstacle in arms control negotiations, where the West has laid increasing emphasis on proper verification and checks that the Soviets would do what they say.

In this sense, it is a Soviet setback to have the West discover in the past week that Soviet officialdom had been telling, albeit for very understandable reasons, an extended and elaborate untruth about the late Yuri Andropov. The Soviet claim, repeated for six months, that Mr Andropov had simply a "cold" wore very thin. But so long was the catalogue of his ailments announced after his death by his doctors, that all the rumours in the West about diabetes and kidney problems turned out to be only part of the sad truth.

The Andropov case was, perhaps, an exception. But its perverse effect will be that the minute the 72-year-old Konstantin Chernenko misses a speech or a parade in the Soviet official calendar, perhaps because of a *bona fide* cold, the rumour mills will whirr into action, inside and outside the Soviet Union.

It is harder for leaders in parliamentary democracies to escape close scrutiny; they have to stand up regularly in their legislatures. Presidential systems, between elections, can provide fractionally more privacy. In earlier days of the U.S., *a discreet veil was drawn over* the health problems of Presidents Wilson, Roosevelt and Eisenhower towards the end of their terms. That is impossible *these days.*

Quite apart from their abhorrence of the "fish bowl" lack of privacy in which western leaders function, there is another reason for the Soviets' intense secrecy about their leaders. They know that foreign governments, like the Kremlin itself, keeps dossiers on the health of other leaders, and make their diplomatic calculations accordingly. If a leader is known to be sick, his foreign counterparts may choose not to: a) support him, b) oppose him, or c) negotiate seriously with him.

To take an historical example, it can be argued that India might not have been partitioned if British and Hindu leaders had known how seriously ill was Mohammed Ali Jinnah, the Muslim nationalist creator of Pakistan who died a few months after partition. To take an immediately pertinent example, western leaders might not have bothered to try to negotiate with Mr Andropov had they known how ill he was, and equally might be *tempted* to slacken their efforts, if they came to suspect the same of Mr Chernenko.

If the Soviet Union were less important a country and run by a truly collective leadership, as in post-Tito Yugoslavia where almost facelessly the presidency rotates every year and the *premiership every four* years, all this would not matter so much. The Soviets might not mind telling more about their current General Secretary, and the West *would not be so* anxious to know. But the Soviet Union is a nuclear superpower run, at least in the past, by general secretaries who have *built enormous power out of* their *primus inter pares* position in the Politburo.

Is there a Soviet self-interest in being franker in the future? *It would probably not lie in the* painful personal side-effects of present practice; apparently for fear that his early departure from the Stockholm disarma*ment conference would give the* world a sign, Mr Andropov's diplomat son, Igor, did not arrive back in Moscow until after his father had died.

It could lie in an awareness that Soviet credibility has been damaged by the handling of the Andropov demise. It needs repair, if the new Soviet leader*ship is to get the arms control* agreements it says it wants.

Recently, Soviet negotiators in the conventional arms talks in Vienna and the chemical weapon disarmament talks in Geneva have shown more willingness to agree to verification measures. Verification in arms control and veracity in public statements are needed. They are two sides of the same coin.

Letters to the Editor

Pandora's box and tax law

From Mr M. Gammie

Sir,—I think that A. H. Hermann, your Legal Correspondent, is misinformed (February 16) regarding the recent decision in Furniss v Dawson. The Law Lords said that there must be a pre-ordained series of transactions and that some of the steps in the series must have tax avoidance as their only purpose. A solitary transaction is not affected as Mr Hermann asserts. Where there is such a pre-ordained series, the tax avoidance transactions are ignored and the end result is taxed in a way appropriate to the tax statute in question. The decision in Dawson's case seriously impedes, even if it does not defeat altogether, the ability of companies to group *their capital losses which was,* I think, the fear expressed in your edition of February 10.

The Inland Revenue may assure us that in practice it will not apply the decision strictly in this area, but is that a proper way to run a tax system? The Law Lords in Dawson's case did not deprive the Duke of Westminster's case of meaning but confirmed its true meaning, that you cannot for tax purposes say that payments under a genuine deed of covenant have some other character (as, for example, payments of wages) merely because in substance they achieve the same financial result. Whether the Dawsons did or did not borrow the money from their genuine investment company is irrelevant to the judgment and its application to other tax deferral schemes.

The trouble with taxing according to Parliamentary intent is that Parliament rarely expresses its intent in any in clear way in relation to complex tax legislation. Circumstances arise that were not even in Parliament's contemplation. *Even when an intent is ex*pressed that is no necessary guide to eventual interpretation by the Courts, as is illustrated by the decision in Leedale v Lewis, a House of Lords' decision which has previously formed the subject of correspondence in these columns.

Few of the tax fraternity wept at the passing of artificial tax avoidance schemes such as that in Ramsay. By applying this approach to a "simple and honest tax deferral scheme" (Lord Brightman's words, not mine) the Law Lords have, however, opened a Pandora's box.

Malcolm Gammie.
Verum House.
70 Finsbury Pavement, EC2.

From Mr L. Kendall

Sir,—I was interested in the articles of Clive Wolman and Lex on February 10 in connection with the recent House of Lords decision in the Dawson case.

I have recently been closely involved with the Inland Revenue in seeking clearance under sections 460-468 of the ICTA 1970 *for a straightforward* commercial transaction involving a capital gain which could not in any way be described as a "special scheme" and was a *straightforward commecial* transaction, the parties involved being completely unknown to each other.

I act for a limited company *whose only asset is a* valuable investment property in the books at about one-third of its real value. Terms were agreed for a sale of this investment to a well known institutional pension fund and simultaneously we were selling the shares of the company to another quite unconnected company, which was intending to set off capital losses against the capital gain acquired.

The price my clients were receiving was well over the net asset value *after* CGT but, nevertheless, showed a substantial discount on the before tax figure . It was this sum which was the acquiring company's *profit.*

Inland Revenue clearance was *sought* and subsequently refused although it was willing to grant my clients and their *advisers an interview which I* attended. It was clear, at this meeting, that the Inland Revenue's real objection to this transaction was that my clients were *benefiting by the pur*chasers tax situation and were, therefore, gaining a considerable figure in excess of the net asset value.

I argued *that this transaction* was no different, in principle, to, say, the sale of a short leasehold investment to a gross fund or the sale of an industrial *investment with the benefit of* IBA's to a high tax payer. In both of these instances, the purchaser is prepared to pay a higher price because of the purchaser's special tax circumstances.

All of our arguments were, apparently, to no avail and my clients' accountant was later informed, on an informal basis, that the Inland Revenue also objected to the purchasing company (and others like them) avoiding the payment of capital gains by *offsetting capital* losses.

This, of course, does not help my clients who thought they were entering into genuine com*mercial transactions* but, *under*standably, were not prepared to proceed without clearance and with the possibility of litigation up to the House of Lords where, *if unsuccessful,* the *capital* gain would be treated as an extraordinary dividend at a tax rate of 75p in the £1.

Lord Scarman's comment in the Dawson case that "The *law* in this area is in an early stage of development" is obviously an understatement and I strongly feel that the Chancellor of the Exchequer should come out with clearly defined guidelines in the next Budget in order to save considerable future waste of time to say nothing of horrendous legal fees.

Leslie B. Kendall.
Cooper Kendall and Co,
92, Gloucester Place, W1

From Mr D. Lindsay,

Sir,—Are we to take it, as a result of the *recent* House of Lords ruling on tax avoidance, *that people who take out or* already have mortgages on their houses for the gratuitous tax benefits they afford will now find these mortgages dis*regarded for tax purposes, or* that couples who, for tax reasons, choose not to marry or, having married, to divorce, will now be treated as if married (and their incomes and capital gains aggregated) for tax purposes? And what of maintenance and affiliation orders, made in favour of the child for no reason other than tax avoidance?

D. G. Lindsay,
36 Orchard Coombe,
Whitchurch Hill,
Reading, Berks.

The relevance of the rates Bill to industry

From Mr J. Egerton

Sir,—The debate on the relevance of the rates Bill to industry being conducted in your columns (February 7 and 9) has focused on the advantages which selective rate-capping might bring to some non-domestic ratepayers. This oversimplifies the issue and places the rates Bill dangerously out of context.

Selective rate-capping will have implications both for the distribution of total rate support grant between authorities and (because it will reduce hold-back) for the level of the PSBR. As high spending councils spend less, paradoxically the PSBR will, ceteris paribus, increase.

The benefit of rate-capping to the non-domestic ratepayer depends on that ratepayer's fiscal circumstances. A non-profit organisation in a high spending *authority (eg the CBI) will bene*fit by £1 for every £1 by which its rates are reduced; a profitable company in the same authority will only benefit by 48p in each £1—ie the benefit net of corporation tax.

The assessment of what is a reasonable rate level is by no means simple and the views of industry and Mr Jenkin may well differ. The director of the London Chamber (letter Jan 9) took as a basis for his call for action the fact that in 12 London boroughs, rates had increased by more than 100 per cent in the past five years. Total local authority current spending in *England increased by 102 per* cent and a figure of 100 per cent is not so far removed from what one could achieve by adjusting the base figure for wage inflation and the substantial reduction in the proportion of local authority spending funded by central government over that period. While some of the 12 boroughs are undoubtedly both incompetent and reckless, a large part *of the trouble lies in financial* and structural arrangements which the Government has no proposals to change.

Although no precise figures for the number of heraditaments which will benefit from rate-capping can be produced until Mr Jenkin announces which authorities are to be capped, some estimates of the range in terms of percentage of manufacturing establishments located in high spending areas can be *made.* My (admittedly very rough and ready) estimates are as follows: If Mr Jenkin caps West Midlands County Council, between 30 and 40 per cent of manufacturing *establishments* will be covered; if he excludes West Midlands County Council, between 20 per cent and 35 per cent will probably be covered; and after abolition of the Greater London Council and Metropolitan Counties, between *5 and 15 per cent of establish*ments will probably be covered.

In all cases, the proportion of service establishments will be less and there must be a real possibility that even some firms in areas where a council is rate-capped may end up worse off because the other tier authority loses more in RSG than is gained by the cap. While I am sure that Sir Terence Beckett is well aware that only a limited number of firms will benefit, *many of his members* clearly have exaggerated expectations of what can be achieved.

J. R. S. Egerton.
Oxford Centre for Management Studies,
Kennington, Oxford.

FINANCIAL TIMES

Friday February 17 1984

Iran claims breakthrough in offensive

BY ROGER MATTHEWS, MIDDLE EAST EDITOR, IN LONDON

HEAVY fighting raged for much of yesterday in the Gulf war, with Iran claiming to have broken through Iraqi defences at the start of what Tehran radio described as a "massive offensive."

Such an offensive had been anticipated for several weeks and was preceded by five days of fierce *cross-border exchanges, involving* artillery, missile attacks and air raids.

Iran said it was attacking along a 100-mile front from Mehran, east of Baghdad, to Delhoran further south. The main Iranian thrusts appear to be directed at the Iraqi town of Badra, about 80 miles from the capital, and to the south of Tib which could open up the road to the large Iraqi military and air force base at Amara.

Iran claimed to have killed or wounded 1,200 Iraqi soldiers during the first 11 hours' fighting, but a military spokesman in Baghdad said the advance had been contained and part of the Iranian force destroyed.

This is the first major Iranian attack since Iraqi troops were forced *to pull back from around the town* of Penjwin in the northern sector during more than two weeks of fierce fighting last October and November. Both sides suffered heavy casualties.

President Saddam Hussein of Iraq has repeatedly said he would use all the weapons at his disposal if Iran attacked again. Iraq claimed yesterday to have hit "enemy naval targets" approaching the port of Bandar Khomeini at the head of the Gulf. Five of the vessels were said to have been destroyed.

The five French-built Super Etendard aircraft equipped with Exocet missiles, which were delivered to Iraq last autumn, are believed to be fully operational. There is no indication that they were used in yesterday's attack, though.

Iran has threatened to shut the Strait of Hormuz, through which nearly a fifth of the non-communist world's oil supply passes, if Iraq attempts to disrupt its oil exports. Such disruption could be achieved by attacking tankers approaching Kharg Island, the main export terminal, or the terminal itself.

Saudi Arabia, which has provided nearly $20bn aid to Iraq during the 40-month war, has been pressing President Hussein not to attack Iran's oil export facilities. The Saudis and other Gulf states fear that they could be targets if Iran's main source of revenue were attacked.

Western military experts doubted yesterday whether Iran could sustain a major offensive even if its troops made an initial breakthrough.

Iraq has constructed defences along much of the border and is superior in armour and artillery, but most important, it is almost unchallenged in the air.

In almost every large-scale Iranian ground attack since the first few months of the war, Iraq has been forced to concede territory. Yesterday Iran said it had "liberated" land on its side of the border, occupied by Iraq since the start of the Gulf war in September 1980, and had then advanced into Iraq itself.

Iraqi officials have claimed that Iran has assembled 500,000 men for the offensive. Although that figure appears to be greatly exaggerated, there has been evidence from Tehran of a steady flow of soldiers, revolutionary guards and "volunteers," leaving for assembly points near the front.

Iranians step up war, Page 3

UK plans tight rein on spending

BY MAX WILKINSON, ECONOMICS CORRESPONDENT, IN LONDON

THE BRITISH Government yesterday announced public spending plans showing that it is determined *to allow almost no increase in real* terms during the next three years.

Between the current financial year and 1986-87, the Government is planning a rise of only 13½ per cent in public spending to a total of £136.7bn. The rise will be only about 1 percentage point more than the increase in prices that the Treasury appears to be assuming during the period.

The two volumes of the Public Expenditure White Paper (policy document) were introduced yesterday by Mr Peter Rees, the Treasury Chief Secretary. He said the plans showed a sharp decline in the growth of public expenditure from year to year with cash increases of 5 per cent, 4½ per cent and 3½ per cent in each of the next three years starting in 1984-85.

The White Paper shows that the Conservative Government is planning:

● A fierce squeeze on local authority spending, whose total budgets are expected to fall by 2 per cent in cash terms and by 7 per cent in "real" terms in the next financial year – with a further decline of about 2 per cent in real terms during the next two years.

● Defence spending is to be squeezed sharply in 1986-87, when the present commitment to Nato expires. That pledged a 3 per cent-a-year increase in real terms. The *rise in total defence spending is* planned to be only 3.3 per cent in cash terms for that year, compared with a 6 per cent rise in 1985-86. The figures include spending on the defence of the Falklands Islands.

A further £450m has been allocated for the defence of the Falklands in 1986-87. The White Paper shows the total extra costs of lost equipment, building a new airport and garrisoning the islands are expected to be £1.69bn in the three years from 1984-85 to 1986-87. The sums, added to those already incurred, bring the total projected cost of the Falklands war to £3bn.

● Sales of assets including British Telecom are planned to bring in £2bn a year throughout the period.

● Nationalised industries are expected to be returning substantial profits in two years' time. That suggests that gas and electricity prices will be encouraged to rise to "economic levels" to help the public spending totals. The White Paper assumes no substantial sale of those industries during the period.

● Public spending in the current year is now expected to be £120.3bn: £770m more than predicted in the White Paper a year ago. The overshoot is, however, less than was expected towards the end of last year. It would have been greater if Mr Nigel Lawson, the Chancellor of the Exchequer, had not announced *about £1bn of spending cuts and* additional asset sales in July.

● Inflation for the whole economy (as measured by the GDP deflator) is assumed to be 5 per cent in the next financial year, the same as in the current year. The White Paper implies a deflator of 4 per cent for 1985–86, with a deflator of 3–3½ per cent the next year. However, inflation figures are not given explicitly for the last two years of the survey.

● Total capital spending by the public sector is expected to fall by 3½ per cent in constant prices in the next financial year compared with the level in the current year. Capital spending in 1984–85 is projected to be no higher than it was six years earlier at constant prices.

The White Paper shows that the Government is still far from its objective of reducing public spending as a proportion of total national income. Next year it is estimated that planned spending and debt interest will amount to 42 per cent of national income in money terms. That compares with 44 per cent in 1981–82, but is still higher than it was in 1978–79, under Labour, when the figure was 40½ per cent.

If the Government succeeds in holding departments close to the tight cash totals in this White Paper, spending should fall significantly as a proportion of national income as recovery proceeds.

The Government's chance of success, however, will depend on the rate of inflation continuing to fall. Next year's plans are based on the assumption that the public sector wage bill will rise by no more than 3 per cent. The assumptions for the next two years are not stated, but they must be close to this figure.

Peter Riddell, Political Editor, writes: The White Paper was strongly attacked last night by the economics spokesmen of all the opposition parties.

Mr Roy Hattersley, the Shadow Chancellor, argued for Labour that the Government had "undermined the housing, health, education and social security programmes and still not kept their promise on public expenditure."

In detail, Mr Hattersley argued that the Government was planning a further assault on services provided by local councils and was selling the nation's seedcorn (and selling it cheap) to create the appearance of prosperity at the expense of genuine long-term recovery.

Holding back on UK spending; Editorial comment, Page 18; See Lex this page

Japanese welcome EEC trade proposals

By Jurek Martin in Tokyo

THE JAPANESE Foreign Ministry has suggested that relations with the European Community have been given a new dimension this week by radical EEC proposals for tackling Japan's swelling balance of payments surplus.

A senior ministry official who took part in the negotiations said Japan did not accept either the numbers underpinning the EEC proposal or the policy prescription, describing them as "too dramatic."

He broadly welcomed the Community's "maturity" in trying to shift its relations with Japan away from perpetual demands that Japan remove tariff and non-tariff barriers to European products.

In a nutshell, the EEC told Japan that in order to avoid an uncontrollable escalation of the yen's value it should consider raising domestic interest rates, even at a cost to economic recovery, and thus "manage" a gradual appreciation of its currency.

The idea appears to be the personal conclusion of Herr Heinrich Matthes, who joined the Commission three weeks ago as deputy director-general for economic and financial affairs from the West German Bundesbank,

The Matthes hypothesis, admitted the Foreign Ministry official, came as "something of a surprise" when submitted this week, probably because of its author's recent arrival on the Commission staff.

It is, however, believed to overestimate – by about $10bn – the likely size of the Japanese current account surplus in the next fiscal year, as well as suggesting that Japan espouse politically unsaleable monetary policies.

The Japanese Foreign Ministry is at present engaged in a bureaucratic struggle with the powerful Finance Ministry over the extent to which Japan should liberalise its capital markets.

The Foreign Ministry has traditionally been at odds with the even more conservative Finance Ministry which, next week, is meeting with U.S. Government officials to discuss a broader range of financial and monetary issues.

European complaints about Japanese practices were matched by Japanese criticism of European trade restrictions, both Community-wide – in the shape of export restraints undertaken by Japan – and by individual nations, most obviously France, whom Japan openly suspects of purposely withholding import licences.

In general, Japan feels that the EEC is becoming obsessed by its bilateral trade deficit with Japan ($10.4bn last year, according to Japanese statistics and more than $12bn according to the EEC) and is ignoring the fact that, as a whole, the Community is running a trade surplus with all its trade partners.

Perhaps the most popular single trade-related document in Tokyo today is this year's report by the U.S. President's Council of Economic Advisers; in particular that part which concludes there is only so much that can be done about merchandise trade imbalance with Japan and that the U.S. (and, in Japanese eyes, by implication the EEC) ought to be taking a much broader view.

JAPAN bowed yesterday to strong pressure from the U.S. and Europe and relaxed rules on the testing of some foreign products before they can be sold in Japan, Reuter reports from Tokyo.

Industry Ministry officials said Japan would accept tests by overseas laboratories on electrical goods, chemicals and some other products, instead of asking foreign companies to pay for Japanese officials to go overseas to do the checks.

The new rules will not cover cars, drugs and food products, which have caused the loudest Western complaints.

THE LEX COLUMN

Flags at hand for Budget Day

Government statisticians must easily be matching the overtime working now being recorded in the private sector. Yesterday the Treasury and the Bank of England deluged the City of London with numbers, perhaps in the hope that one or two of the more awkward items might float silently past. On balance, the historic data looked more encouraging – and needless to say more convincing – than the legislative paper on expenditure and the latest thoughts on the future of narrow money.

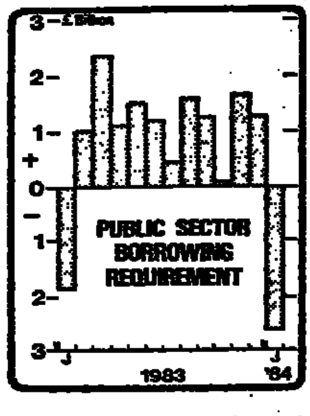
As the end of the financial year approaches, the public sector borrowing requirement (PSBR) and the monetary aggregates are behaving tamely enough to permit modest self-congratulation on budget day. The January public sector surplus of £2.3bn makes it reasonable to expect the full-year figure to come in below the magic £10bn, even though last month's unexpectedly good number looks as if it owed more to the buoyancy of seasonal tax receipts than to a reassuring expenditure trend.

The healthy state of public sector finances has apparently not been lost on the Bank of England. The breakdown of January's banking figures reveals a low level of net gilt-edged sales, strongly suggesting that the authorities have been taking the opportunity to buy in short-dated stock.

The other asset counterparts of sterling M3 are trickier to interpret. The seasonally adjusted figure for sterling bank lending is roughly £500m below the more pessimistic forecasts, but it is certainly too early to conclude that the rising trend has now been reversed. The seasonal adjustments may well have failed to reflect the underlying increase towards the end of last year.

The most puzzling figure in yesterday's M3 data was a £1.5bn increase, seasonally adjusted, in the external items. A revaluation of foreign currency assets by a reporting institution accounted for a third of the rise, and industry will be hoping that the rest reflects a surge in export financing early in the year. If that proves to be the case, the Chancellor of the Exchequer will have even more to be pleased about in a month's time.

It now looks almost certain that he will use the opportunity of the budget to launch Mo as a targeted aggregate. Yesterday, the Treasury carefully laid the ground with a tome which sang Mo's virtues in econometric harmony.



The message of the banking figures was more discordant. Mo itself has increased by only 5.7 per cent over the past year while the growth in M2, another narrow money measure, has exceeded 10 per cent. With all the broader aggregates still showing double-digit growth, the market will need some persuading that Mo is all the Treasury cracks it up to be.

The Treasury will also encounter a degree of scepticism about its spending projections, contained in yesterday's paper. For all the reclassifications, basic capital expenditure still looks low and the overall spending plans are predicated on some fairly optimistic growth and inflation assumptions.

Datastream

The market for electronic financial news is obviously moving on apace. Even before the Big Bang, the shift to U.S.-style sophisticated financial instruments is pushing new products into the hands of the data-gatherers faster than they can handle them. The more odd, then, that yesterday's interims from Datastream – pre-tax profits up 63 per cent to £1.7m – should have come as a surprise to that especially news-hungry community, the City of London.

Datastream may be small fry compared to the likes of Reuters or Telerate, but it is securely lodged in its own market niche. The big players in the financial data business are primarily concerned with supplying real-time, first-hand information. Datastream's business is to present, in a sophisticated form, a second-hand data bank. It seems scarcely worth while for the major operators to spend money on tackling an established market when the pace of financial change means that new primary markets are opening up all the time.

That same pace of change makes Datastream's prospects hard to assess. The market is an odd one – a restricted number of major clients (a mere 400, in Datastream's case), with an unquantifiable appetite for new data. But it looks an awkward market for new entrants to crack.

Composite insurance

There are six green bottles left sitting on the composite insurance wall after Eagle Star's accidental fall and the approaching series of 1983 results for the sector will be viewed with a keen eye to any bid implications. This can reasonably be expected to ensure a generous round of dividend increases, perhaps in the 10–15 per cent range for all but *Commercial Union*. Yet neither the prospect of further takeovers nor the possibility of still higher pay-outs has been much apparent help to the majors' share prices over recent months.

Yesterday's market reaction to the careful statement from Allianz was quite consistent with the shares' drab performance. More attention seemed focused on the denial of any talks over Phoenix than on Allianz's diffident notice of further interest in the UK industry. Phoenix itself, meanwhile, is the only one of the six majors still enjoying a substantially higher share rating than it had four months ago when the first Eagle Star bid appeared. The other shares picked up a small bid premium initially, but it quickly faded and today the sector offers a yield 1½ times higher than the market average – close to a record high.

If this suggests a bad case of the jitters ahead of the 1983 results, the news from U.S. industry has certainly not been a calming influence. Last year's catastrophe losses in the U.S. have emerged at $1.9bn, against $1.5bn in 1982, and this alone has had City of London analysts paring away at their forecasts for Commercial Union in particular.

Clouds of this kind blowing in from the U.S. carry little or no silver lining, predictable as they are. At least it seems possible that other, less expected developments – a nasty bout of reserve strengthening, say, or continuing deterioration in worldwide commercial lines – could offer some consolation by turning all that loose bid talk into some firm market action.

Computer trade 'stifled'

Continued from Page 1

to by Mr Tebbit in his discussions with senior members of the U.S. Administration.

It is known, however, that Mr Tebbit expressed concern over the control of "intangible" technology, and the authorities' increasing readiness to bar non-U.S. nationals from scientific conferences both in the U.S. and Europe.

Many of the questions raised by the ICL report are the subject of secret negotiation in the Paris-based Co-ordinating Committee for Multilateral Export Controls. While agreeing on the need to prevent militarily useful technology leaking to the Soviet Union, the allies have been unable so far to decide where to draw the embargo line on computers and software.

The British have rejected outline proposals by the U.S. and others for general controls on knowledge carried in technicians or scientists' heads. Their objections are that such controls are both unenforceable and contrary to Britain's unwritten constitution.

Commenting on the ICL claims yesterday, a U.S. Embassy official in London denied that U.S. export controls were arbitrary, although licensing procedures might be lengthy.

As for the allegation that the U.S. market was virtually closed, he cited Marconi's sale of display units for the F-16 fighter. There were some Congressional and security restrictions but they were not imposed across the board.

The official confirmed that the U.S. authorities were tightening up on international seminars

Insurance men 'had secret payments'

Continued from Page 1

Dixon and other former executives of Minet, including the former group chairman, Mr John Wallrock. The Department of Trade and Industry, the City of London Police fraud squad, investigators in the Lloyd's insurance market, and the present management of Minet Holdings have been attempting to trace where at least $57m disappeared. So far, $40m has been located in Gibraltar, but other cash has found its way to Liechtenstein trusts.

Mr Adams and Mr Naude received $62,500 as beneficiaries of Cafix sub-account No 7957. Sedgwick Group said in a surprise statement yesterday, without specifying the amount of money the two had received, that the men had received payments "at a time when they where employees of the Sedgwick Group from Mr Peter Cameron-Webb or a company controlled by him. Neither of the individuals concerned is still employed by the Sedgwick Group."

Sedgwick added that "payments were made to the individuals concerned in their personal capacity without the knowledge, or any impropriety on the part of Sedgwick Group."

In its latest accounts, published in March last year, Sedgwick said that it had sought assurances from all directors of Sedgwick Group and all executive directors of all subsidiaries worldwide "that they were not party to any such improper arrangements" involving reinsurance schemes. "These assurances have been received," said Mr Neil Mills, the group chairman.

Sedgwick, and its Bland Payne companies, acted as broker to the Minet syndicates arranging reinsurances for the Lloyd's underwriting members with a wide range of offshore interests.

Until October 1981 Mr Mills was a director of the Minet underwriting agency WMD, which was managed by Mr Peter Dixon

Sedgwick said yesterday: "So far as we know, the payments to Mr Naude and Mr Adams were the only payments made to employees of the group."

Renault 'to cut jobs'

Continued from Page 1

Government, which is wrestling with a series of restructuring problems in declining industrial sectors such as coal, shipbuilding and steel. They also coincide with the announcement at the beginning of this week that Citroën, the large subisidiary of the Peugeot group, was seeking to reduce its workforce by 3,500 through early retirements.

The general unemployment picture in France remains gloomy. The French Labour Ministry yesterday reported that the number of people unemployed had increased on a seasonally adjusted basis by 0.8 per cent last month compared with December 1983.

The latest figures show 2,135,600 people out of work last month compared with 2,118,600 in December.

U.S. offer on Namibia ceasefire

By J.D.F. Jones in Johannesburg

THE U.S. will participate, if it is asked, in a South African-Angolan Joint Commission which has been set up to monitor the ceasefire in the Namibian border war.

This was announced yesterday in a statement at the end of tripartite ministerial talks in the Zambian capital Lusaka between South Africa, Angola and the U.S.

It was confirmed last night by a visibly jubilant Mr Pik Botha, South Africa's Foreign Minister, who told a press conference that in his opinion a ceasefire was now in effect in the border war.

Mr Botha said the Joint Commission might at first be composed of a couple of hundred military personnel to be provided equally by South Africa and Angola. According to the Lusaka statement it had been agreed that "a small number of American representatives could participate if both parties asked."

Mr Botha said that, while the joint commission had held its first meeting yesterday in Lusaka, no such request had yet been made. He added that no other country would be involved in the monitoring

Mr Botha, who was accompanied by General Magnus Malan, the Defence Minister, and Dr Willie van Niekerk, the Administrator-General for South-West Africa (Namibia) and senior officials, explained that South Africa had agreed to withdraw from Southern Angola in terms of a certain timetable. A date had been set in Lusaka for the withdrawal of the last South African soldier from Angola, but he declined to disclose the date.

World Weather

		°C	°F
Ajaccio	-	—	—
Akrotiri	S	16	61
Algiers	-	—	—
Amsterdam	Fg	-3	27
Athens	C	10	50
Bahrain	S	22	72
Bangkok	S	33	91
Barcelona	F	11	52
Beirut	S	16	61
Belgrade	F	-4	25
Berlin	S	-3	27
Biarritz	-	—	—
Blackpool	C	-1	30
Bordeaux	-	—	—
Brussels	C	-3	27
Budapest	S	-1	30
B Aires	S	32	90
Cairo	C	18	64
Cape Town	S	32	90
Caracas	C	29	84
Casablanca	-	—	—
Copenhagen	C	1	34
Corfu	S	12	54
Dublin	C	7	45
Dubrovnik	S	8	46
Faro	S	15	59
Florence	-	—	—
Frankfurt	S	-1	30
Funchal	C	16	61
Geneva	S	-1	30
Gibraltar	F	14	57
Guernsey	C	1	34
Helsinki	Sn	-2	28
H. Kong	C	16	61
Innsbruck	S	-2	28
Inverness	C	8	46
Istanbul	C	6	43
Jersey	C	0	32
Jo'burg	S	32	90
Las Palmas	F	18	64
Lima	S	26	79
Lisbon	S	11	52
Locarno	S	2	36
London	C	2	36
Los Angeles	R	24	75
Luxembourg	C	-1	30
Madrid	S	8	46
Majorca	F	12	54
Malaga	S	14	57
Malta	-	—	—
Manila	S	33	91
Miami	S	25	77
Milan	-	—	—
Moscow	S	-4	25
Munich	F	-7	19
Nairobi	S	30	86
Naples	-	—	—
New Delhi	S	24	75
New York	C	15	59
Nice	-	—	—
Oporto	S	14	57
Oslo	Sn	-2	28
Paris	F	0	32
Prague	S	-4	25
Reykjavik	R	3	37
Rio de J'o	S	31	88
Rome	S	8	46
Salzburg	C	-4	25
Seoul	C	0	32
Singapore	R	30	86
Stockholm	S	0	32
Strasbourg	-	—	—
Sydney	C	28	82
Taipei	S	19	66
Tangier	-	—	—
Tehran	-	—	—
Tel Aviv	F	17	63
Tenerife	S	18	64
Tokyo	S	7	45
Toronto	S	6	43
Tunis	-	—	—
Valencia	S	12	54
Venice	-	—	—
Vienna	S	-4	25
Warsaw	S	-6	21
Zurich	C	-4	25

Readings at mid-day yesterday.

C–Cloudy D–Drizzle F–Fair Fg–Fog H–Hail R–Rain S–Sun Sl–Sleet Sn–Snow T–Thunder

Snow Report

EUROPE

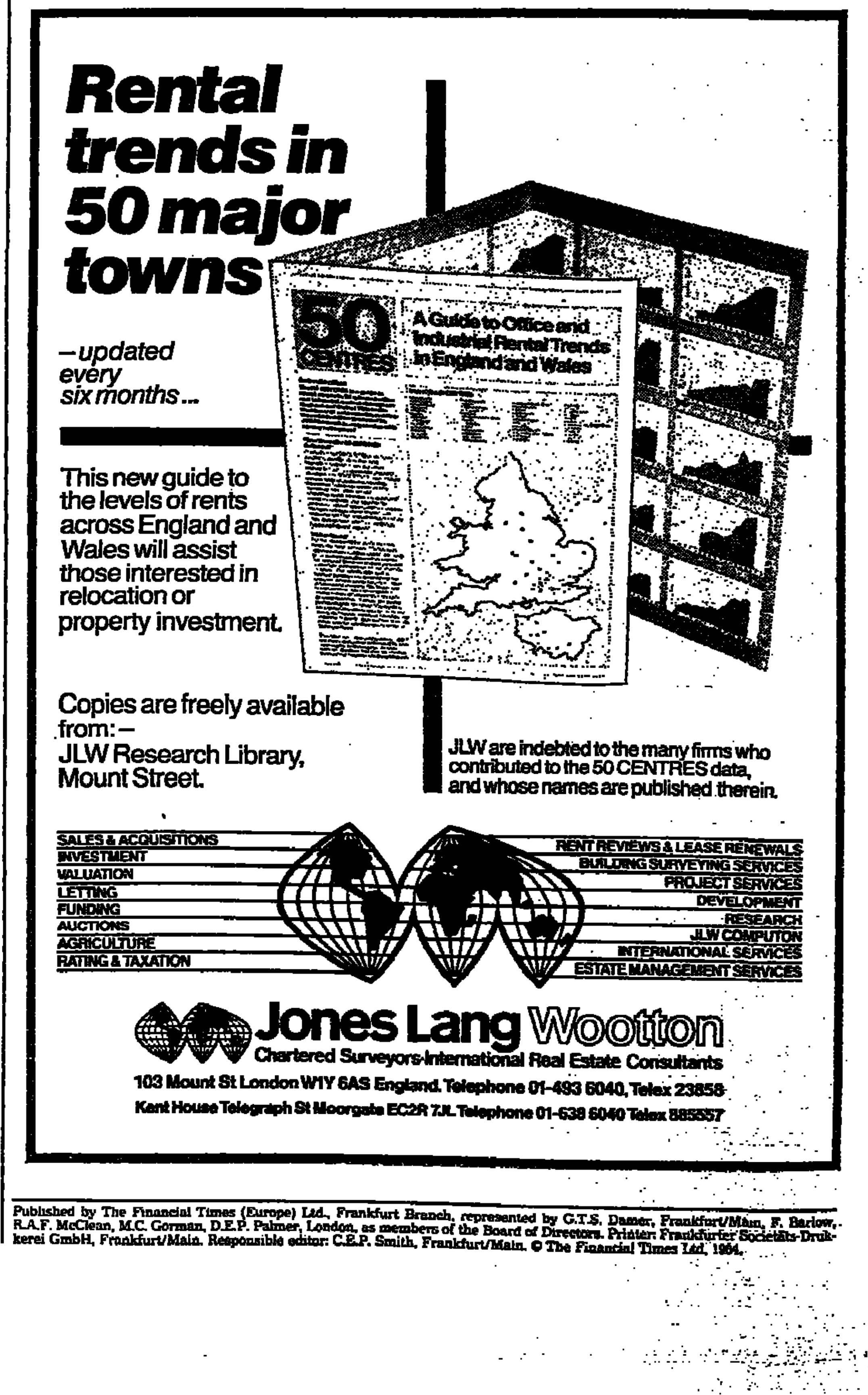
Andermatt (Sw)	180–280 cm	Good skiing on all pistes
Avoriaz (Fr)	200–230 cm	Good crust – icy patches
Courmayeur (Fr)	200–300 cm	Excellent conditions everywhere.
Igls (Aus)	70–160 cm	Good skiing on all pistes
Kitzbühel (Aus)	80–220 cm	Good powder
Klosters (Sw)	138–220 cm	Still some excellent powder
Muerren (Sw)	160–225 cm	Lower slopes worn
Wengen (Sw)	55–150 cm	Sunny with excellent conditions

European reports from Ski Club of Great Britain representatives.

THE U.S.

Aspen (Col)	37–53 ins	Packed powder – all runs open
Hunter (N.Y.)	18–80 ins	Loose granular – 33 runs open
Stowe (Vt)	20–60 ins	Loose granular – all 43 runs open
Sugarbush (Vtl)	6–37 ins	Loose granular – all 47 runs open

Figures indicate snow depths at top and bottom stations.



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SECTION II – INTERNATIONAL COMPANIES
FINANCIAL TIMES
Friday February 17 1984

U.S. JUSTICE DEPARTMENT LEAVES MERGER PARTICIPANTS DAZED

A spanner in the steelworks

BY TERRY DODSWORTH IN NEW YORK

SINCE LTV and Republic Steel announced their plans to merge last September, it has been difficult to find anyone close to the industry who thought it would run into an anti-trust blockade. The Justice Department, however, has not listened to the collective wisdom of the industry and Wall Street. Instead, it has lobbed the steel industry rationalisation ball back over the net, arguing that there are other ways of streamlining besides massive amalgamations.

Dazed by what they clearly consider to be virtually cut and dried proposals, LTV and Republic have so far said very little about how they will react. U.S. Steel, characteristically, has said even less about its proposal, now clearly endangered, to acquire National Intergroup's steel activities.

None of the companies involved, however, is likely to sit back quietly and do nothing. The stakes in an industry suffering from a mass of outdated equipment are too high, and there are several options available.

The first option would be to fight the Justice Department through the courts. It is possible to appeal against its decisions, although it could be an expensive and long drawn out process, and would be a difficult case to win on the specific issues identified by the department.

The Justice Department found that in two key areas of steel production the merged companies would be above the guidelines it uses to determine acceptable concentration.

Second, the two companies could look at ways in which they could restructure the deal. This is a possibility they are believed to be considering, though here again it would be difficult to meet the Justice Department's objections on specific areas of market concentration in carbon and alloy sheet and stainless steel sheet. These include some of the better facilities which the companies would not, presumably, want to divest.

Third, they could abandon the merger idea and go for some kind of asset swapping arrangement – an approach which the Justice Department has said it would support with advice to the two companies.

This could lead to some streamlining and strengthening of production capabilities in certain products. But it is unlikely that either company would be allowed to pick up the assets that would give it the market dominance the department complained about, and which was one of the main reasons for the merger.

They would also be unable to achieve the overall cuts that were to have been one of the cost reduction factors behind the amalgamation.

All these strategies clearly have their disadvantages, and it may be that both companies will exercise their final option and simply walk away from the deal. This possibility was clearly reflected in the share price movements on Wednesday, as investors dumped Republic shares, knocking them back by $6 to $21½.

By general consensus, the Justice Department's decision puts Republic more at risk than LTV. The group has a severely weakened balance sheet, and it is already more dependent on its bankers than it would probably like to be, having negotiated a revolving credit agreement for $357m last year.

At the end of 1982, its shareholders' funds had fallen to $1.4bn (from a high point of $1.7bn), while total debt stood at $893m. Since then it has lost a further $326m net in the 1983 financial year.

Many analysts argue that it will not be able to earn enough during the present recovery period to be able to face the next downturn with equanimity.

It is also widely held that the company needs to shut down outdated facilities. But it is moving into the classic position of a weak company that can scarcely afford the write-offs involved in a big plant closure, even though the trading performance may demand closure. In addition, selling off profitable bits of the enterprise might not be a particularly realistic option.

Harvester achieves sharp cut in losses

By William Hall in New York

INTERNATIONAL Harvester, the debt-laden U.S. farm equipment and machinery, group, has reported a sharp drop in its operating losses in the first quarter ending January 31. The operating deficit fell to $55m, down from $111m a year earlier, when the figures were cushioned by a $54m extraordinary credit. Sales rose 36 per cent to $983m.

Mr Donald Lennox, IH's chairman and chief executive, and Mr Jack Rutherford, president and chief operating officer, said that the company's improved performance came from increased sales and the benefits of the past 18 months' restructuring, which has reduced the break-even level by about half in volume terms compared with 1981.

The market for medium and heavy trucks continues to show an upward trend, according to the company, and production has been stepped up by 15 per cent in January, with another 10 per cent increase scheduled for March.

IH's engine business is also on an upward trend as a result of strong truck and school bus market acceptance of a new 6.9 litre engine.

In the group's depressed agriculture machinery markets, demand remained weak but steps have been taken to reduce inventories so that combine and large tractor production schedules can be increased by around two thirds in the current year.

French building slump takes heavy toll on industry leader

BY DAVID MARSH IN PARIS

SOCIETE Générale d'Enterprises, the major French construction company in which the nationalised Saint-Gobain group took a major stake last year, has announced a net loss of FFr 480m ($58.3m) last year after a profit of FFr 60m in 1982.

The loss, one of the worst ever by a French building group, underlines the parlous state of the domestic construction sector and also difficulties in some key foreign markets. Although part of last year's loss was ascribed to accounting changes, the size of the deficit places a question mark over the entry of Saint-Gobain into the group last summer, before the full extent of the deficit was apparent.

SGE's leading shareholder is the state-owned Compagnie Générale d'Electricité which still has a share of about 28 per cent in the company. Saint-Gobain bought a stake of about 26 per cent last year for a price of about FFr 156m as part of diversification of activities outside its traditional glass and pipe-making business.

CGE, which used the proceeds from the share sale to help buttress its mainstream activities in electronics and the energy business, is discreetly pleased that it succeeded in off loading a major stake at a relatively high price. CGE remains as a "sleeping partner" in SGE, but Saint-Gobain has taken over management responsibility.

Around FFr 160m of last year's SGE loss resulted from restructuring costs associated with large scale lay-offs caused by declining French construction business. Additionally, between FFr 150 and FFr 200m was added to losses by a new accounting system which results in the company including in its profit and loss calculations maximum provisions for risk-laden foreign contracts.

Following the group's restructuring measures – under which it announced lay-offs of about 3,500 workers in France over the last 14 months – SGE hopes for a steadier performance this year.

At the end of 1983 it had about 17,000 employees abroad and 18,500 in France. Turnover last year was FFr 14.5bn compared with FFr 12.8bn in 1982, although the figures are not comparable because of acquisitions during 1983.

As a sign of the French construction malaise – which particularly hit its Cochery road building and Thinet construction subsidiaries – domestic turnover last year fell 4.4 per cent while sales abroad rose 27 per cent.

Among its foreign contracts, SGE has encountered some difficulties in projects to build a medical college and natural gas plant in Bahrain and an airport in Jakarta where it is associated with other French groups

SEC to tighten rules

BY OUR NEW YORK STAFF

U.S. publicly traded companies may in future have to disclose the financial performance of different business segments in their quarterly reports instead of only in annual 10Q filings with the Securities and Exchange Commission (SEC).

The rule change is part of a package of SEC proposals which is designed to ensure more timely reporting and give investors a better idea of how the separate divisions of a highly diversified company are performing or how individual product lines are selling.

The SEC has also voted to ask Congress for authority to take administrative action against companies caught misleading the public in proxy statements and tender offers.

Mr John Fedders, director of the SEC's enforcement division, said the move was aimed at closing a loophole in the Securities and Exchange Act of 1934.

He said under the act the Commission was empowered to take corporations to court for misinformation in proxy statements or tender offers, but for the sake of flexibility the Commission now wanted the option of taking action itself

Upturn for Campbell

By Our Financial Staff

CAMPBELL SOUP, the largest U.S. producer of canned soups and a leading company in other convenience foods, has staged a strong recovery after a disappointing first quarter.

Second-quarter earnings have increased by 17 per cent, from $47.04m to $56.02m, lifting net profits for the half-year to end-January from a corresponding $98.87m to $102.89m. Earnings per share were $3.19 against $2.79 for the six months and $1.74 against $1.46 for the second quarter.

Olivetti to strengthen AT&T ties

By Alan Friedman in Milan

OLIVETTI, Europe's leading data processing equipment company, which recently forged new links with American Telephone and Telegraph (AT&T), is to supply the U.S. group with products worth about $700m for the U.S. market until 1986.

Olivetti's U.S. distribution company, Docutel, meanwhile has plunged nearly $21m into loss and is to be reorganised with a completely new product line.

Docutel's poor performance is related to Olivetti's recent agreement to create an international alliance with AT&T. Under the agreement, announced just before Christmas, AT&T is paying $260m to buy 25 per cent of Olivetti.

The accord also calls for AT&T to purchase $250m of Olivetti products in 1984. However, the total value of Olivetti products to be sold to AT&T between this spring and early 1986 is likely to come to around $700m.

One of the reasons behind the Olivetti-AT&T link was Olivetti's need to salvage its foundering American business. Docutel, the Dallas-based distributor, lost $14m in 1983 against a $6.7m profit in 1982.

Olivetti waited until yesterday to disclose the extent of its poor 1983 U.S. performance, saying that in the fourth quarter of last year Docutel lost $13m of the 1983 $14m deficit. The U.S. company wrote off $10m in the fourth quarter because of its change in product lines. The $10m inventory write-down was composed mainly of typewriters and spare parts.

Docutel's turnover in the last quarter dropped to $52m from $64m during the same period in 1982.

New chief for Efim named

By Alan Friedman in Milan

THE Italian Government has named a new president for Efim, the smallest of Italy's three major state holding companies.

Sig Stefano Sandri, president of the Cassa del Mezzogiorno (the development agency for southern Italy), has been named to succeed Sig Corrado Fiaccavento, who last week resigned amid allegations of mismanagement of the group.

Sig Fiaccavento's resignation came a year before his term was set to expire and as Efim revealed a 1983 loss of L440bn ($266m) against a 1982 deficit of L389.5bn.

Allianz not ready to decide on U.S. insurance acquisition

BY JONATHAN CARR IN MUNICH

ALLIANZ Versicherung, West Germany's biggest insurance company, is likely to pay an unchanged 20 per cent dividend for 1983 on capital inreased at the start of last year to DM 600.4m ($183m) from DM 417m.

Allianz said its profits from insurance business were higher last year than in 1982, and that its investment earnings also rose, but gave no details. 1982 the company made on overall net profit of DM 204.8m.

Allianz's worldwide premium income last year rose by more than 10 per cent to DM 15.3bn. Non-life, domestic premium income was up by 5.9 per cent to DM 8.4bn.

The group says it is a long way from a final decision on whether to buy the insurance business of Armco, the diversified U.S.-steel-and energy group. Allianz officials put the odds that a deal with Armco will emerge at all at "about 50-50."

Armco said last month that it had approved a letter of intent with Allianz to sell its insurance interests to the West German group for "between 1.5 and two times book value."

At a press conference in Munich yesterday, Dr Wolfgang Schieren, chief executive, confirmed that Allianz was interested in complementing its existing U.S. business by buying into an American insurer. Armco, especially its NN Insurance Corporation, could well provide the chance.

But he said Allianz would be examining Armco's balance sheets over the next couple of months, to decide whether this really was the opportunity in the U.S. which Allianz sought.

Dr Schieren underlined that Allianz, for all its desire for U.S. expansion, was not interested in taking over poorly performing insurance operations simply to gain access to one profitable part. Nor did it plan to become involved in non-insurance financial activities

Allianz revealed yesterday that its U.S. group operations grew very strongly last year. Premium income increased in D-Mark terms by 37 per cent to DM 1.3bn and rose by 19 per cent in terms of the stronger U.S. dollar.

● Armco, the diversified U.S. steel and energy group, said yesterday that it had signed letters of intent to sell two of its U.S. life insurance units for about $33m.

Under the preliminary agreement American Plan Corp of Dallas would acquire Armco's Columbia National Life Insurance Co of Columbus, Ohio for "in excess of $20m" and Cologne Life Reinsurance Co of Stamford, Connecticut would acquire Armco's 30 per cent interest in American Life Insurance Co of New York.

Warner expects final quarter recovery

BY PAUL TAYLOR IN NEW YORK

WARNER Communications, the U.S. entertainment group, expects to have returned to profitability in the fourth quarter following a disastrous string of three quarterly losses, caused mainly by its Atari home computer and video games subsidiary.

The company said it expected to post a moderate $5m profit in the final 1984 quarter because of improved results from Atari. In the 1982 fourth quarter Warner earned $33m.

Despite the recent improvement at Atari, which lost $536.4m in the first three quarters last year, Warner said it still expects to post a loss of about $420m for the full year compared to a $257.8m profit in 1982.

Warner expects to report small losses at both Atari and the parent company in the first half of this year because of seasonal factors but believes the worst may be over for both.

The company, which is in the middle of a fierce battle with Mr Rupert Murdoch, the Australian publisher, who has built up a stake of about 7 per cent in the group and has said he may seek control, also reported that it expects revenues to decline in the fourth quarter.

Sharp rise at Hoover

BY OUR NEW YORK STAFF

HOOVER recovered strongly last year. Earnings rose from $3.95m or 32 cents a share, to $28m or $2.27 a share, on sales up 1% from $663m to $667m.

In the final quarter, the U.S. group's net profits rose from $3m or 24 cents a share, to $7m or 56 cents a share. The company said sales rose in the quarter from $160m to $161m, but it pointed out that the sales increase would have been higher for the quarter and the year if foreign exchange rates had remained stable.

Mr Merle Rawson, chairman, said sales and profits "increased significantly" in the U.S. because of the economic improvement and the new vacuum cleaner models introduced during the year. In local currency terms, sales showed good gains in the UK, Australia, and France.

Profits in those countries also grew much faster than sales

Hewlett lifts earnings in first quarter

By Louise Kehoe in San Francisco

HEWLETT-PACKARD has reported earnings of $95m for the first quarter ending January 31, up from $85m for the same period last year. Sales were $688m against $544m in 1983.

"Order levels continue to be encouraging and we are pleased to see economic improvement outside the U.S., with orders from Germany, France and Canada particularly strong," said Mr John Young, president and chief executive officer.

Hewlett-Packard said its domestic orders were up 31 per cent to $818m in the first quarter, while international sales gained 32 per cent to $659m.

Mr Young noted that Hewlett-Packard increased its equity position in Yokogawa-Hewlett-Packard to 75 per cent from 49 per cent in November. As a result of the ownership change, Hewlett-Packard's international orders gain is exaggerated by about 5 per cent, he said.

A marked increase in expenses for the first quarter was attributed largely to expensive television advertising of HP's new touch-screen personal computer. "Acceptance of the product among dealers and large customers is very favourable," said Mr Young. The company plans to accelerate its TV advertising programme, he said.

Over $17m missing in Minet scandal

BY JOHN MOORE IN LONDON

MORE THAN $17m belonging to over 1,000 Lloyd's underwriting members who form insurance syndicates under the management of Minet Holdings, one of Britain's largest insurance brokers, is still missing.

In the scandal which erupted at the end of 1982 it was feared $40m had been misappropriated. It later appeared in court proceedings designed to recover the money that $53m was missing. But the final amount which has been diverted out of the Minet insurance syndicates is feared to exceed $57m. So far Minet has tracked down $40m of assets in Gibraltar and has yet to recover the rest of the money for the insurance syndicates.

Attempts to account for the full amount have so far failed although investigations are being carried out worldwide by the company to trace the money, which it is alleged has been misappropriated by former Minet executives.

The City of London Police fraud squad, which started an investigation in November 1982, is still investigating the matter with the Department of Trade and Industry, which has an official investigation in progress.

Lloyd's which has carried out an investigation, is studying a confidential report into the matter prepared by Mr Simon Tuckey QC and Mr Nigel Holland, an accountant with Ernst and Whinney. The report is being studied by the Lloyd's regulatory committees and bodies.

The report details how money was channelled out of the syndicates under the guise of reinsurances to tax havens. The money was channelled to the Isle of Man, Guernsey, Bermuda, Gibraltar, Liechtenstein, Panama and Switzerland.

The investigators have been told how at least $57m was paid out of money belonging to the syndicates for so-called reinsurances. But the amount of money received in Gibraltar totals only $40m under the reinsurance contracts. Minet and J.A. Hassan, the law firm of Sir Joshua Hassan, Chief Minister in Gibraltar, which acted as trustees for the companies set up by Minet's former executives gained a ruling last month that $40m worth of assets could be recovered in the English courts.

Lloyd's investigators have detailed in their report how the money was fed from the syndicates to a number of Anstalts (financial trusts) in Liechtenstein which were formed with code names

The code names mentioned are Perix, Optix, Manix, and Papix. The Papix Anstalt was created for the benefit of Mr John Wallrock, the former chairman of Minet Holdings, who resigned in November 1982 after admitting that he had secretly received benefit from reinsurances arranged for the group's Lloyd's insurance syndicates.

Mr Peter Cameron-Webb, who ran the Minet underwriting agency, PCW, which looks after the affairs of the syndicate and who is seeking to start insurance work on the Insurance Exchange of the Americas in Florida, also received benefits through a settlement with the code name Alix, which was later known as Maderna. Mr Peter Dixon, who ran the underwriting agency when Mr Cameron-Webb resigned at the end of 1981, received benefits through a settlement called Cafix,

At present Lloyd's has no plans to publish the report which is under study. The ruling authorities have yet to decide whether they will take disciplinary action.

Dow to sell 50% stake in oilfield services

By Paul Taylor in New York

DOW CHEMICAL, the second largest U.S. chemicals group, said yesterday that it plans to sell a 50 per cent stake in its Dowell oilfield services group to Schlumberger, the major U.S. oilfield services and electronics group, for $440m.

The move will combine the operations of Dowell/Schlumberger, Dow's longstanding joint venture with Schlumberger, and those of Dowell to expand the joint venture operations worldwide.

The joint venture has operated only outside the U.S., while Dow's Dowell subsidiary has operated only within the U.S. and Canada. Dowell and Dowell/Schlumberger provide similar services to the oil industry.

Schlumberger will continue to be responsible for the management of the expanded Dowell/Schlumberger joint venture which will have annual sales of about $1.5bn.

Mr Jean Riboud, chief executive of Schlumberger, said yesterday: "The Dow-Schlumberger relationship has been a good one. We are convinced that expanding it will strengthen our position in the oilfield service business."

Dow's Dowell subsidiary, which had revenues of $562m last year compared with $864m in 1982, has been hit by the recession and the downturn in the U.S. energy sector and made a loss last year of about $100m. The existing joint venture has been adversely affected by the recession, although it is still profitable.

Peripherals group in red

By Our New York Staff

STORAGE Technology, a major U.S. manufacturer of computer subsystems and peripheral equipment which are compatible with IBM products, suffered substantial losses for the fourth quarter and full year, largely reflecting its decision to abandon development work on a new mainframe computer, coupled with sharply lower revenues.

The Colorado-based company reported a $7.8m or 23 cents a share net loss from continuing operations in the latest quarter, compared with a net profit from continuing operations of $8.68m or 27 cents a share in the 1982 quarter.

After a $27.6m or 80 cents a share loss attributable to discontinued operations and the cancellation of the mainframe project, the company reported a net loss of $35.4m

Daimler result 'satisfactory'

By John Davies in Frankfurt

DAIMLER-BENZ, the West German motor vehicle manufacturer, has confirmed that it will report "satisfactory" profits for last year as a result of increased car sales and in spite of problems in truck markets.

The group boosted worldwide sales revenue by 2.5 per cent to DM 39.9bn ($14.9bn), while sales of the Stuttgart-based parent company went up by 3.4 per cent to DM 32.18bn.

Car production rose by 3.9 per cent to 476,000. Sales increased both in Germany and in export markets, notably in the UK, France and the U.S.

However, domestic truck production fell 7.2 per cent to 173,530 and factories abroad produced 16.4 per cent fewer trucks at 47,200, with a particularly sharp fall in Brazil.

The world workforce edged down to 184,600

British Telecom keeps Paris pair hanging on

BY DAVID MARSH AND PAUL BETTS IN PARIS

THE NEW combined telecommunications business of France's state-controlled Cit Alcatel and Thomson groups may receive a preliminary indication next month whether it stands to receive orders for digital telephone exchanges from Britain.

This follows a series of bilateral meetings between British Telecom and the French Post and Telecommunications authorities over the past few months on the question of opening up the two countries' markets for public sector telecommunications equipment.

Fresh sessions between the two sides are planned for the next week or so at which British Telecom will be assessing whether Cit Alcatel's E-10 exchange would be technically and commercially viable for inclusion in the UK network.

Key French executives say British Telecom has appeared "reticent" so far about the idea of buying the Cit Alcatel system. British officials, however, say that the UK simply wants to take all factors into account before making up its mind.

Possible contracts from British Telecom form a key part of the combined telecommunications groups' foreign sales strategies. They aim to secure overall orders of between 13-14m telephone lines between 1984 and 1988.

This total does not include the market which the combined companies are now devising a strategy to penetrate. Of the 13-14m lines, about two-thirds will be accounted for by the domestic French market. Export sales should thus total 5m lines during the five-year period.

Since the landmark agreement last September to merge the telecommunications activities of the two French companies under one group, Thomson and Cit Alcatel have been working to rationalise their products and commercial organisations. While the two companies will retain their respective large public telephone switching systems involving the E-10 and NT-20/NT-25 for Cit Alcatel and Thomson respectively, they have decided to rationalise their lower capacity public switch systems.

The merger of the telecommunications activities of the two large French companies will inevitably lead to a reduction in their total workforce.

Comdial prepares for European growth with French purchase

BY ELAINE WILLIAMS IN LONDON

COMDIAL, the UK subsidiary of the U.S. Comdial Corporation, has taken a major share in the French telephone manufacturer, HPF.

The acquisition of family-run company, which makes more than 1m telephone handsets a year for the French domestic market, will make Comdial the second largest handset maker in France. HPF had a turnover in 1983 of $24m, and employs 575 people in factories in Bonneville near Grenoble.

It is the first time since the nationalisation of most of France's telecommunications industry that a UK company has been allowed to take shares in a French company in this sector, although HPF has always been privately owned.

Comdial is taking a 45.6 per cent share of HPF, Paribas, the largest French bank 15 per cent, with the son of the founder retaining a 5.6 per cent stake in the company. An unnamed fourth party is to buy the remainder of the shares.

Comdial is to merge its French subsidiary with HPF, with the aim of more than doubling production and substantially increasing exports from France. At present HPF exports only 13 per cent of its production, mainly to the Middle East.

Comdial is the second largest independent telephone maker in the U.S. This position has been achieved mainly through acquisitions such as the purchase in August 1982 of part of General Dynamics' telecommunications interests for $50m.

The HPF acquisition comes at a time when Comdial's UK subsidiary has plans for major investment in the UK telecommunications market. It is to build a £12m ($17.2m) telephone factory at St Mellons near Cardiff in Wales, construction of which is due for completion in May 1985.

The company intends to manufacture about 2m telephones a year. The UK market for telephone handsets is about 7m new and refurbished telephones, and there are already four manufacturers in this market including Pye, Plessey, STC and GEC.

Belgian holding group shows progress

BY PAUL CHEESERIGHT IN BRUSSELS

THE BELGIAN state holding company, Societe National d'Investissement (SNI), which is used as a vehicle for public investment in the private sector, ended the year to last September with a net profit of BFr 298.4m ($5.4m) against BFr 290.2m the previous year.

During the year, SNI on its own account invested BFr 3.25bn in 38 different companies. Acting for the Government it invested a further BFr 95.2m in five companies. SNI said yesterday.

This brings the total amount SNI has invested to BFr 17.56bn in 553 companies on its own account and BFr 8.32bn invested for the Government in 88 companies.

Activities are likely to be extended as authority has been given to SNI to increase its capital from BFr 10bn to BFr 12bn. It can call on the state to guarantee investments. But at the end of last year, guarantees had been sought only for 10.5 per cent of investments.

SNI is used to promote industrial development and renovation and to support companies with technological and exporting possibilities. More than half the companies where it has a financial stake have an annual turnover of less than BFr 200m.

SNI's involvement is usually through an equity stake or a convertible loan and, by last September, 71 per cent of the companies where it had an interest were making a profit.

Total revenue last year was BFr 927.9bn, compared with BFr 1bn in 1981-82.

Carroll seeks 10% cut in workforce as demand falls

BY BRENDAN KEENAN IN DUBLIN

CARROLL, the Irish tobacco company, is seeking 10 per cent redundancies among its 860 workers because of falling home demand and fierce competition in export markets.

The company, which reported pre-tax profits last year of I£8.6m ($9.8m) predicts "disappointing" results but expects to maintain dividends. It blames high tax on tobacco products for most of its problems.

Cigarette sales have fallen by 13 per cent over the past four years in the same period, the duty on cigarettes has more than doubled. Carroll's, which is the Irish market leader with brands such as Sweet Afton and No. 1, increased market share from 47 per cent to 56 per cent within a falling sales total.

Carroll's difficulties have been compounded by the drying-up of export markets, particularly in the Middle East, which at one time accounted for 25 per cent of total sales.

The company is anxious not to exaggerate the importance of exports to its results. In many ways, its export experiences have been typical of that of many Irish companies. Carroll does not have the resources to build up brand loyalties or develop products specifically for overseas markets.

Carroll plans to concentrate on holding and increasing its dominant position in Ireland, and hopes for an improvement in market conditions.

NEI Africa well ahead

By Our Johannesburg Correspondent

NEI AFRICA, the South African subsidiary of Northern Engineering Industries, increased pre-tax operating profits by 47.2 per cent in 1983 largely as a result of profits realised in long-term contracts.

Operating profits were R25.85m ($21m) against R17.56m in 1982, on turnover up by 9.7 per cent to R210m.

Mr "Blitz" Bieber, the managing director, attributes the improvement to a combination of tighter controls, stock reduction, and the receipt of significant advance payments by the company's contracting offshoots.

The dividend total has been increased to 115 cents a share from 78 cents on earnings of 310.6 cents a share against 207 cents.

Danish bank rights to raise DKr 248m

By Hilary Barnes in Copenhagen

DANSKE BANK, Denmark's largest commercial bank, increased net profits from DKr 517m ($53m) to DKr 1.67bn last year, and reports a balance sheet total higher by 33 per cent at DKr 77bn.

The bank plans a one-for-four rights share issue which will raise DKr 248m. An unchanged 15 per cent dividend will be paid for 1983.

Operating profit declined from DKr 242m to DKr 203m, but the adjustment for bond and share portfolio values added DKr 2.49bn to earnings.

The bank allocated DKr 1.5bn to the reserves, which increased net worth by 47 per cent to DKr 4.7bn.

ENI expects to move out of red in 1986

By Our Financial Staff

ITALY'S state energy conglomerate, ENI, expects to swing to an operating profit of L619bn in 1986, after operating losses of L800bn last year. The conglomerate expects to invest some L19,600bn ($374m) over three years, mostly in energy.

Despite group losses of L1,600bn last year, half of which were due to the more than 20 per cent rise of the dollar against the lira, ENI's cash flow improved "considerably." The group expects cashflow to improve further this year.

ENI does not plan to increase its net debt beyond the current L21,400bn. The company said it was currently involved in restructuring its outstanding debt.

ENI's request this year for a capital injection from the government for the 1984-86 period would be limited to L4,700bn

Profits and turnover improve at Canon

BY YOKO SHIBATA IN TOKYO

CANON, the Japanese camera maker which is diversifying into business machines, lifted unconsolidated pre-tax profits by 11 per cent to Y31.17bn ($133.6m) last year.

Net profits were Y17.57bn, up 5.1 per cent, on sales ahead 22 per cent at Y374.12bn. Net profits per share were Y37.25, compared with Y40.09 in 1982.

Camera sales rose by 9 per cent to account for 39 per cent of the total, helped by strong sales of medium-grade cameras (up 24 per cent), which offset a sales setback in high-grade cameras (down 7 per cent), hit by a worldwide sluggish camera market.

Sales of business machines, accounting for 55 per cent of total turnover, advanced by 35 per cent with plain paper copier sales rising by 33 per cent, and electronics office equipment up 40 per cent.

Optical instrument sales rose by 12 per cent to account for 6 per cent of the total, with a marked showing by mask aligners for the production of semiconductors.

Exports rose by 22 per cent to account for as much as 74 per cent of turnover.

Canon's net financial balance (net dividend and interest received) improved by Y2.3bn during the year. The company lifted the dividend by Y0.5 a share to pay Y12.5 for the year.

In the current year, Canon expects sales in new areas such as electronics office equipment to rise by 68 per cent, with particularly strong sales of laser beam printers and word processors. A 40 per cent sales rise is seen for optical instruments, but sales of cameras and plain paper copiers—although the mainstay of profits—are expected to fall by about 6 per cent.

Full-year sales are projected at Y450bn, up by 20 per cent, with recurring profits rising by 10 per cent to Y35bn.

Electronic fuel unit sales help boost Nippondenso

BY OUR TOKYO STAFF

NIPPONDENSO, Japan's largest producer of electronic car components, increased unconsolidated pre-tax profits by 19.4 per cent to Y66.4bn ($284.6m) last year, thanks to higher sales of car air-conditioners and electronic fuel injection systems.

Unconsolidated net profits were 18.1 per cent higher at Y31.08bn on sales of Y688.83bn, up 13.3 per cent compared with 1982. Per share net profits were Y51.38, against Y52.66.

During the year, sales of electrical car parts rose by 9 per cent to account for 27 per cent of total sales. Sales of car heaters and air-conditioners rose by 11.4 per cent to account for 38.5 per cent of turnover and those of electronic fuel injection systems jumped by 36.4 per cent to account for 10 per cent.

Exports surged by 16.7 per cent to reach Y71.7bn, helped by the business recovery of U.S. car makers.

Higher depreciation, and research and development expenditure, as well as high labour costs, were offset by favourable effects from volume production and cost reduction efforts.

The company's net financial balance improved by Y4.7bn as a result of efforts to repay all of its borrowings. The dividend was raised by Y0.5 to pay Y12 for the year.

In the current year, Nippondenso expects continued buoyant sales of electronic fuel injection systems, a 5 per cent sales growth in electrical car components, and a 3 per cent rise in air-conditioner sales.

Full year total sales are projected at Y730bn, up 6 per cent. Pre-tax profits are expected to rise by 5.4 per cent to Y70bn.

Hong Kong Telephone jumps by 39%

By Robert Cottrell in Hong Kong

HONG KONG Telephone Company, currently the subject of a takeover bid from Britain's Cable and Wireless, has produced sharply higher profits for 1983. Net earnings were 39 per cent up at HK$403.3m (US$51.8m), against HK$290.6m.

Part of the growth is attributable to a first-time contribution from the new subsidiary CSL HK$32.1m, which, in 1983, began marketing competitive telecommunications goods and services.

Sales were up 24 per cent at HK$2.72bn.

Last week, Cable and Wireless raised its stake in the group from 34.8 to 52.4 per cent, and is making an unconditional bid for the rest at HK$ 46 per share.

Brokers say CSL may double profits in the current year, and that Hong Kong Telephone as a whole may earn around HK$ 470m net for 1984.

Yesterday the group announced a final dividend of HK$ 1.15, compared with 96 cents, making HK$ 1.65 for the year, an increase of 17 per cent. A three-for-20 scrip issue is proposed.

Alcan Australia doubles loss

By Our Sydney Correspondent

ALCAN AUSTRALIA continued to suffer from depression in the world aluminium market last year, with a 1983 net loss of A$21.2m (US$19.7m), against a loss of A$10.8m a year earlier.

But the outlook for 1984 is "very encouraging," and the company plans to issue 75.6m ordinary A$1 shares at par to help fund expansion of its Kurri-Kurri smelter, near Cessnock, New South Wales.

Turnover last year rose by 15.8 per cent to A$258m. Work on the third potline at Kurri-Kurri has restarted, with additional capacity of about 45,000 tonnes

ZANUSSI PLANS TO ESTABLISH A WHITE GOODS FACTORY IN BRITAIN

Tenacious Italians ignore warning signs

BY CARLA RAPOPORT IN LONDON

"IT'LL BE their last mistake," grumbled a competitor upon hearing that Zanussi would be establishing a manufacturing plant in Britain.

With overcapacity running at between 15 to 20 per cent in the European domestic appliance industry, demand flat and price wars still rampant, it is not hard to understand the competitor's irritation. In fact Zanussi's serious financial difficulties – the group lost L130bn ($78.2m) in 1982 – have prompted a number of competitors to hope that this year would mark Zanussi's collapse, not its expansion.

But these groups have slightly underestimated the tenacity of their Italian rival.

For despite Zanussi's financial troubles (largely the result of problems with its electronics subsidiaries) Zanussi has scored some stunning successes in the UK.

Last year, for example, Zanussi boosted unit sales of its branded appliances by 47 per cent to more than 700,000 units. This growth rate was four times the overall improvement in the sector, aided by Zanussi's expansion into new product lines.

Sales went up by 41 per cent to £96m, reflecting the company's aggressive stance on prices.

In dishwashers, for example, Zanussi products account for nearly 25 per cent of UK sales. In refrigerators, a new low-priced no-frills product helped to boost market share from 6 per cent to nearly 11 per cent last year.

Overall, the group has managed to take 13 per cent of the UK major domestic appliance market, ranking among the top five producers of washing machines, refrigerators and dishwashers.

Mr George Dorman, managing director of Zanussi's UK operations, hotly contests that Zanussi is giving away its machines at loss-making prices in order to reduce inventories or gain market share. If the division was losing money, he argues, Zanussi would not have been able to raise the finance for the new UK plant. "We are profitable," he said.

Zanussi's critics will admit that the company produces quality products. According to Mr Dorman, however, products and prices are not enough. He has concentrated Zanussi's advertising expenditure, which was around £4m ($5.76m) last year, to reach directly to the consumer, promoting the Zanussi brand name.

Traditionally, major domestic appliance makers spend most of their advertising budgets in co-operation with the large British retail chains. This has contibuted to the decline of the British white goods industry, according to Mr Dorman, by concentrating the selling power into the hands of the retailers.

"We want to go around the retailers, directly to the consumers. Most of these products are commodities and retailers will sell the ones which give them the best margins. We can get around that by building up a consumer demand for our products, based on direct consumer advertising," Mr Dorman said.

The division's success with its "appliance of science" campaign naturally led to discussions on local manufacturing production in the UK. But "the last thing we wanted to do was to build more washing machines," said Mr Dorman. "We don't want to cause problems for British industry, and that would cause problems."

In the generally stagnant white goods market, only microwave ovens and built-in cooking appliances have been showing rapid growth recently. Zanussi and others estimate that nearly 500,000 microwave ovens were sold last year in Britain, a 50 to 60 per cent increase on 1982. With the exception of Thorn-EMI's microwaves, all of these are imported.

In the first nine months of 1982, build-in cookers surged by 45 per cent to an estimated value of £55m. Zanussi is believed to have studied the possibilities of both of these products and is understood to have chosen to produce microwave ovens.

Despite its financial difficulties, last year, Zanussi spent more than £26m in updating and streamlining its production facilities in Spain and Italy. "We have to have new products and be innovative or we just give up," says Mr Dorman. "And we have no intention of doing that."

North American quarterly results

ALGOMA STEEL

Year	1983 C$	1982 C$
Revenue	860m	876m
Net profits	†125m	†40m
Net per share	—	—

† Loss

ALLEGHENY INT'L

Fourth quarter	1983 $	1982 $
Revenue	631.85m	663.91m
Net profits	33.05m	1.97m
Net per share	—	—
Year		
Revenue	2.35bn	2.84bn
Net profits	28.31m	47.26m
Net per share	—	—

BALLY MANUFACTURING

Fourth quarter	1983 $	1982 $
Revenue	260.8m	244.8m
Net profits	†12.18m	9.16m
Net per share	†0.46	0.35
Year		
Revenue	1.18bn	1.29bn
Net profits	5.18m	90.88m
Net per share	0.20	3.20

† Loss

BRUNSWICK CORPORATION

Fourth quarter	1983 $	1982 $
Revenue	302.2m	258.2m
Net profits	15.5m	†37.2m
Net per share	0.76	†1.60
Year		
Revenue	1.22bn	1.07bn
Net profits	68.1m	192.3m
Net per share	2.94	6.84

† Loss

CANADIAN TIRE

Fourth quarter	1983 C$	1984 C$
Revenue	504.9m	463.5m
Net profits	11.4m	11.4m
Net per share	0.15	0.15
Year		
Revenue	1.9bn	1.79bn
Net profits	47.8m	58.7m
Net per share	0.64	0.78

CHEESEBOROUGH POND

Fourth quarter	1983 $	1982 $
Revenue	433.7m	388.9m
Net profits	29.8m	22.1m
Net per share	0.84	0.61
Year		
Revenue	1.69bn	1.82bn
Net profits	127.9m	125.6m
Net per share	3.58	3.56

COMBINED INTERNATIONAL

Fourth quarter	1983 $	1982 $
Revenue	—	—
Net profits	31m	17.2m
Net per share	0.94	0.53
Twelve months		
Revenue	—	—
Net profits	127.3m	86.6m
Net per share	3.86	2.96

CONTINENTAL TELECOM

Fourth quarter	1983 $	1982 $
Revenue	546.5m	497.2m
Net profits	46.7m	34.6m
Net per share	0.59	0.42
Year		
Revenue	2.1bn	1.8bn
Net profits	172.3m	147.1m
Net per share	2.45	2.15

DANA

Year	1983 $	1982 $
Revenue	2.87bn	2.42bn
Net profits	112.8m	51.6m
Net per share	1.97	0.95

DOMINION STORES

Third quarter	1983-84 C$	1982-83 C$
Revenue	568.4m	594.2m
Net profits	10.5m	91,000
Net per share	0.67	N/L
Nine months		
Revenue	1.7bn	1.83bn
Net profits	13.88m	6.28m
Net per share	0.88	0.40

DRESSER INDUSTRIES

First quarter	1983-84 $	1982-83 $
Revenue	796.1m	833.8m
Net profits	9.6m	†7.4m
Net per share	0.12	†0.09

† Loss

EATON

Fourth quarter	1983 $	1982 $
Revenue	744.1m	569.8m
Net profits	41.29m	†227.44m
Net per share	1.30	†7.94
Year		
Revenue	2.67bn	2.45bn
Net profits	93.3m	†189.53m
Net per share	2.95	†6.74

† Loss

FORD MOTOR OF CANADA

Fourth quarter	1983 C$	1982 C$
Revenue	2.93bn	1.45bn
Net profits	84.5m	†56.6m
Net per share	10.19	†6.82
Year		
Revenue	8.58bn	7.34bn
Net profits	152.6m	†107.8m
Net per share	18.40	†12.93

† Loss

JAMES RIVER

Third quarter	1983-84 $	1982-83 $
Revenue	556.7m	421.9m
Net profits	20.74m	11.06m
Net per share	0.67	0.52
Nine months		
Revenue	1.62bn	1.17bn
Net profits	65.35m	35.55m
Net per share	2.32	1.87

JOHNSON AND JOHNSON

Fourth quarter	1983 $	1982 $
Revenue	1.47bn	1.38bn
Net profits	66m	79.4m
Net per share	0.34	0.42
Year		
Revenue	5.97bn	5.76bn
Net profits	489m	473.4m
Net per share	2.57	2.52

MESA PETROLEUM

Fourth quarter	1983 $	1982 $
Revenue	119.2m	103.3m
Net profits	20m	27.7m
Net per share	0.29	0.37
Year		
Revenue	422.1m	407m
Net profits	125.9m	129.9m
Net per share	1.72	1.72

NATIONAL GYPSUM

Fourth quarter	1983 $	1982 $
Revenue	309.4m	239.3m
Net profits	18.5m	6.5m
Net per share	1.11	0.41
Year		
Revenue	1.13bn	929.5m
Net profits	53.8m	14.1m
Net per share	3.29	0.89

PABST BREWING

Fourth quarter	1983 $	1982 $
Revenue	188.9m	158.9m
Net profits	†2.9m	589,000
Net per share	†0.46	0.01
Year		
Revenue	800m	758.6m
Net profits	3.0m	2.7m
Net per share	0.51	0.09

† Loss

PARADYNE

Fourth quarter	1983 $	1982 $
Revenue	55.3m	61.5m
Net profits	†1.8m	7.47m
Net per share	†0.08	0.33
Year		
Revenue	208.9m	207.3m
Net profits	3.66m	26.87m
Net per share	0.16	1.24

† Loss

SEDCO

Six months	1983-84	1982-83
Revenue	281.5m	277.3m
Net profits	85m	69.7m
Net per share	2.97	2.38

Australian offshore banking plan backed

BY MICHAEL THOMPSON-NOEL IN SYDNEY

WITH the right incentives, Sydney could overtake Singapore and Hong Kong as the offshore banking centre of Asia, claimed Mr Neville Wran, Premier of New South Wales, in Sydney yesterday.

He was championing a report by a committee set up to investigate the steps necessary to establish offshore banking activity in Australia, with particular reference to Sydney.

The committee was chaired by Mr Nicholas Whitlam, managing director of the State Bank of New South Wales.

The report said that at present, offshore banking activity (defined as transactions denominated in foreign currencies, either between foreigners, or between foreigners and residents) was virtually non-existent in Australia.

Assuming that 80 to 100 offshore banking units (Obus) were established in Australia, said the report, the Federal Government would collect an extra A$70m to A$110m (U.S. $64m to U.S.$101m) in tax revenue, while an extra 1,800 to 3,500 jobs would be created (directly and indirectly).

"Sydney could eventually become the world's third largest financial centre after New York and London," claimed the report.

The committee said it had been mindful that the Federal Government in Canberra was considering the recommendations of the Martin Committee concerning possible further deregulation of the Australian financial system.

Specific issues being considered were the entry of foreign banks, and possible further development of the foreign exchange market, including the licensing of foreign exchange dealers.

"Against this background," said the report, "the committee felt it essential to emphasise to the Government that not only is an offshore banking centre worthy of establishment in its own right, but it also offers a most effective means of handling some of these issues."

Offshore banking licences might serve as an alternative to issuing full banking licences to foreign banks. "Initially, all eligible foreign banks could be licensed as offshore banks. Then, after an appropriate time, these banks could be permitted to undertake certain domestic banking activities (for example, wholesale banking or Australian dollar foreign exchange business). Perhaps some might ultimately be chosen to become full trading banks."

Mr Wran said that indications from the financial community suggested that 60 to 70 per cent of offshore banking activity would be centred on Sydney, with 20 to 30 per cent located in Melbourne, and 10 per cent in Perth.

Melbourne is at present advancing its own claims to be regarded as the offshore banking capital of Australia. But Sydney's claim to the title, says the Whitlam report, is based on the fact that it is "already essentially the nation's financial capital," and that 70 per cent of Australia's wholesale banking and financial institutions are headquartered here.

In addition, it is the headquarters of the Reserve Bank, has Australia's only futures exchange, and has Australia's largest stock exchange.

JAPANESE RESULTS

AKAI ELECTRIC
CONSUMER ELECTRONICS

Year to	Nov 83 Y	Nov 82 Y
Revenues (bn)	96	109
Pre-tax profits (m)	638	†4,926
Net profits (bn)	2.6	†6.6
Net per share	39.04	—

CONSOLIDATED
†Loss

KAJIMA
CONSTRUCTION

Year to	Nov 83 Y	Nov 82 Y
Revenues (bn)	1,039	954
Pre-tax profits (bn)	40.3	43.5
Net profits (bn)	17.50	19.4
Net per share	22.87	25.44

CONSOLIDATED

DAIDO STEEL
SPECIAL STEELS

Six months to	Dec 83 Y	Dec 82 Y
Revenues (bn)	135	128
Pre-tax profits (bn)	2.8	1.0
Net profits (bn)	1.1	2.8
Net per share	3.22	7.53
Dividend	2.5	2.5

PARENT COMPANY

OLYMPUS OPTICAL
OPTICAL ELECTRONICS, CAMERAS

Year to	Oct 83 Y	Oct 82 Y
Revenues (bn)	143	146
Pre-tax profits (bn)	11	12.4
Net profits (bn)	3.8	4.4
Net per share	20.18	28.35

CONSOLIDATED

THE MANAGEMENT PAGE

EDITED BY CHRISTOPHER LORENZ

Shopfloor trends

Supervisors come to the fore

BY BRIAN GROOM

WHOSE ROLE is most crucial to the changes taking place on Britain's recession-ravaged, more thinly populated shopfloor? Few have stronger claims than that of the supervisor, which continues to be subject to close scrutiny after four years of change.

Employers are making a determined effort to improve the quality of supervisors (or foremen), who play an important part in achieving and maintaining improvements in productivity. Their authority has been increased, and their role enlarged.

At the zenith of shop stewards' power, the authority of supervisors was at a low ebb. The foreman was often the last to know about developments in the company, learning of them from stewards returning from top-level meetings with management.

The restoration of authority has inevitably brought accusations of dictatorial conduct at some locations, notably at BL's Cowley plant in Oxford. But, as a new study by the research group, Incomes Data Services, makes clear, the change in the supervisor's role is more complex than a simple shift in the balance of power.

More employers are communicating directly with their workers rather than through union channels. Supervisors are briefing employees in their areas, and coming into closer contact with the workers.

IDS warns, however, that where companies are now trying to introduce a participative style of management — employee *involvement* — "perceptions of supervisors as dictatorial could prove a major stumbling block."

Judging by developments under consideration, mainly in engineering, responsibilities of supervisors are likely to be widened. The Engineering Employers' Federation has *told* unions it wants to see the elimination of "restrictive manning practices . . . between supervisor and supervised."

Individual employers are seeking the same "inter-trade flexibility" from foremen as they have been trying to achieve among the supervised. In the chemicals industry, discussions are under way at ICI Billingham on introducing multi-grade supervisors in maintenance areas.

Some employers would like to see more radical developments, such as foremen supervising a range of indirect workers from unskilled cleaners to skilled maintenance craftsmen.

Some supervisors meanwhile are now covering larger numbers of employees, having been affected by rationalisation of management structures and devolution of responsibilities.

British Airways' ground services, for example, used to have both office-based supervisors *(who issued individual tasks,* one at a time) and on-site supervisors (who were responsible for their implementation). Now those in the office issue tasks for a whole shift, and a new category of "team leaders" supervises the work itself, but as part of the working team.

Improving the quality of supervisors is a crucial part of companies' strategy. Their methods include managing job losses so that only the more able foremen are retained, and improving internal recruitment techniques.

Traditionally *the choice of* supervisors has rested on the candidates' experience in their existing jobs, their supervisors' assessments of them, and their performance at interview. These were often carried out by two people—one from line management, another from personnel.

Companies like BL Cars, British Airways and Ford, however, have adopted new methods designed to assess more systematically candidates' potential for man-management and other skills, to reduce the reliance on one interview, and minimise subjectivity by involving more people in assessing the candidate.

Some larger companies are recruiting more supervisors from outside. This is worrying trade unions, who fear that the use of newly qualified graduates — being given a taste of the sharp end as the first step in a line management career — threatens the status of existing supervisors, and limits the career prospects of shopfloor *workers* looking for promotion.

Employers are putting more resources into training foremen. Some are also linking payment systems more closely to merit — BL cars has made progression between grades dependent on performance, while Scottish and *Newcastle* Breweries has moved towards individual salaries rather than ranges or scales.

Foremen's earnings vary widely. According to the Government's New Earnings Survey, the best paid last April were those in chemical processing with an average of £199.10 a week.

IDS Study 307; 140 Great Portland St, London W1.

Tebbit's designs on the City

AFTER a year stumping around British industry with the message "Design for Profit"—improve the quality of your design, or pay the commercial penalty — Mrs Thatcher's Government this week turned its attentions to the financial institutions in the City of London.

It's not that the Prime *Minister* and her Trade and Industry Secretary, Norman Tebbit, particularly want the City to improve its own design—though this certainly wouldn't come amiss—but that they'd like to enlist its help in putting pressure on industry. Or, as Tebbit put it with uncharacteristic tact: that the institutions and banks should "look at the design strengths of the companies in which they invest."

Speaking at a special seminar on Investment in Design, which had Mrs Thatcher's strong personal backing and attracted an *audience of nearly 120 bankers* and financiers, Tebbit rammed home the Government's message to industry, that "design is *crucial to the success of a company.*" With British companies needing to be more competitive even to survive, let alone prosper, good design was vital. "The cost of poor design can be huge," Tebbit warned, adding darkly that "Britain is still not using its design talents *nearly* enough."

His junior industry minister, John Butcher, who has been spearheading the Government's design campaign since it was launched by Mrs Thatcher on several fronts two years ago, went even further. The all-*important question of* "What happens to Britain when the oil runs out?" would be rendered "irrelevant," he said, "if we *were to use a resource that's as* valuable as oil—our young design talent."

Pointing to countless cases of highly successful imports which had been designed by British designers—from German cars to Japanese cameras — Butcher complained that there was a clear mismatch in the UK economy between demand and the indigenous supply of goods that people want to buy.

So what did the assembled City multitude make of all this, and of the various offers of help with "design audits" on *clients, the training* of financial staff in design issues, and so on?

Shrugging off the old allegation that they starve industry of funds, they seemed con*fused by the proliferation* of offers: design audits from the Design Council; technical appraisals from the Engineering Council which already provides guidance on these), and a call for "product planning audits" from the director-general of the Confederation of British Industry, *Sir* Terence Beckett.

There was certainly more than a hint of goodwill (or of being overkilled) in the formal and informal reaction of the City men. Publicly loath almost to a man to question the case being presented to them, they seemed privately ready to accept one half of it, but reluctant to bear much responsibility for the other. Yes, their industrial clients did need to make better use of design. But no, it was not necessarily their own charge to persuade (or force) industry to do so.

Christopher Lorenz

Trevor Humphries

(L to R) Leslie Fox, Alan Pridmore and Donald MacFarlane: hoping to capitalise on the demand for pure foods

Rakusen nibbles at the U.S. market

Charles Batchelor reports on a recent buy-out

HOW DO you inject new life into a company whose staple product is several thousand years old, consists only of flour and water, and already has a dominant position in its small home market?

Leslie Fox and his two co-directors of Rakusen, Britain's largest manufacturer of matzos, the unleavened cracker biscuit Jews eat during Passover, are *about to test their belief that* innovation is possible.

In December Fox, 48, his production director, Donald McFarland, 39, and 32-year-old finance director Alan Pridmore, put up £70,000 of their own money to buy out their company from the frozen foods division of United *Biscuits, the largest UK biscuit* maker.

With 85 per cent of the UK matzos market already under their control — the rest is accounted for largely by Israeli imports—they are now launching an export drive in the U.S.

Simultaneously, on the back of *their* guaranteed Jewish market for matzos, they are hoping to capitalise on the growing demand for pure foods by developing related additive-free products. A high-fibre biscuit is to be launched on the UK health food market soon.

Diversifying into new products and the export drive offer the best prospects of broadening Rakusen's markets, says Fox. Half of this year's Passover's matzos will go abroad, to South Africa and a number of European countries, as well as the U.S., where food brokers in New *York and Chicago* have been signed up for the launch.

To break into the U.S., Fox decided on the well-tried and frequently successful marketing ploy of emphasising the Britishness of his product.

With a Jewish population of 5.5m the U.S. clearly has far greater potential than the 350,000-strong UK community.

Rakusen commissioned an independent survey of the market and Fox reckons one or two of the U.S. competitors are getting "rather frayed at the edges" with ageing manage*ments and inadequate levels of* investment.

National Westminster Bank and its merchant banking subsidiary, County Bank, provided financial backing for the buy-out while United Biscuits helped out by deferring a large part of the payment. The total cost was £800,000, including £550,000 for stocks.

Rakusen has had a chequered history since it was founded around the turn of the century by Lloyd Rakusen, a jeweller.

From matzos—first baked by the Jews during their flight *from Egypt*—the company expanded into a wide range of foods of particular attraction to the Jewish community.

It went public in 1962 on the back of the wealth created by its early move into vegetable oils. In the 1970s, though, it ventured unsuccessfully into property development. A prolonged legal wrangle with Leeds Corporation over compensation claimed when a new road plan reduced access to Rakusen's original factory was decided against the company. The company was forced to write off £1m on the value of the property, its bankers withdrew their support and in 1978 it went into receivership.

It was at this point that the paths of Fox, Rakusen and United Biscuits came together. Fox had taken over the running of his family's wholesale meat trading business in Manchester and obtained the UK franchise to sell the kosher poultry range supplied by Empire Products of Mifflintown, Pennsylvania.

"United Biscuits was just setting up in frozen food and was interested in our products," says Fox. "When Rakusen went into receivership bells started to ring. It was a good kosher brand name which I thought we could link with Empire, so I put the idea to United Biscuits. UB Frozen Foods bought my business, bought Rakusen's assets from the receiver and merged the two under my management."

Fox and his team moved into Rakusen, restyled the packaging, relaunched its products and tightened up on quality. But the most important step was to bring the factory under the control of the Beth Din, the court of the Chief Rabbi.

Beth Din approval meant Rakusen's products would be acceptable to even the most orthodox of Jews. But Beth Din supervision is rigorous and costly. Rakusen's spent £100,000 on modifying its factory and equipment to meet the required standards.

Just as the imported poultry business was building up, the UK Government imposed a ban on all raw poultry imports, killing the market dead. The ban, *which took effect in September* 1981, was ostensibly aimed at keeping out disease but, many believe, was really intended to curb French imports.

The ban is still in force and is depriving Rakusen of £2m of "very profitable" turnover a year. More significantly it removed the logic of the United Biscuit's purchase of the combined Fox-Rakusen business.

Alan Richardson, finance manager of United Biscuits Frozen Foods, comments: "The ban on the import of raw poultry meant Rakusen was only 20 *per cent* in frozen food. The small volume and specialised nature of their market meant that they did not fit into our biscuit business either."

He points out though that Rakusen is the only one of the 11 frozen food companies acquired by United Biscuits in 1977-79 which has been sold off.

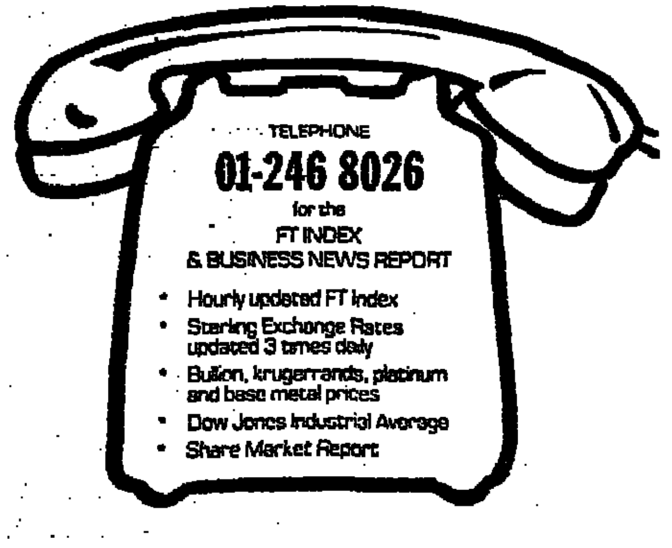
Matzos head of the Rakusen product list though they accounted for only £1.1m of last year's turnover of £3.5m. Frozen foods, most of them imported from the U.S., accounted for £800,000.

"Our main objective over the next three to four years is to reduce our borrowings," says Pridmore. "The Passover peak means our cash flow fluctuates dramatically. For seven months of the year we are in credit then we dip into the red in the build-up of stocks ahead of the Passover."

Rakusen made a loss in 1983 as a result of the poultry ban, after four years in which pre-tax profits were in the £80,000–£100,000 range. However, it expects to achieve profits of around £200,000 this year, on turnover which is expected to rise only modestly to £4m.

Such a sharp improvement in fortunes should be helped by Rakusen not having to pay its share of United Biscuits' head office costs. The aim is also to achieve total annual savings of about £250,000 by stopping direct marketing to small retailers (they will be handled through wholesalers) and by making a small reduction in the company's 75-strong workforce, largely by natural wastage.

Fox is convinced his profits forecast for 1984 is on the conservative *side though he warns* against over-optimism at such an early stage in the new company's life. An order from Marks & Spencer—which has not been included in the 1984 projections—is a welcome addition. Though new products launched by M & S have a high casualty rate, the early signs are good.



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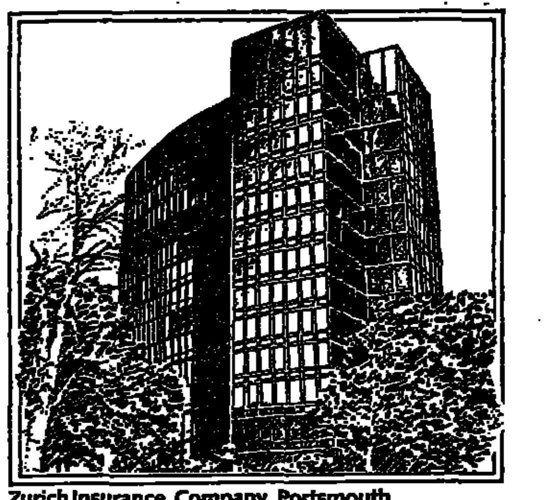

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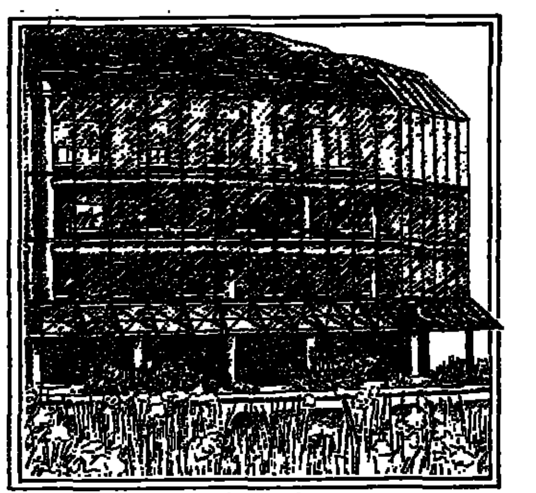

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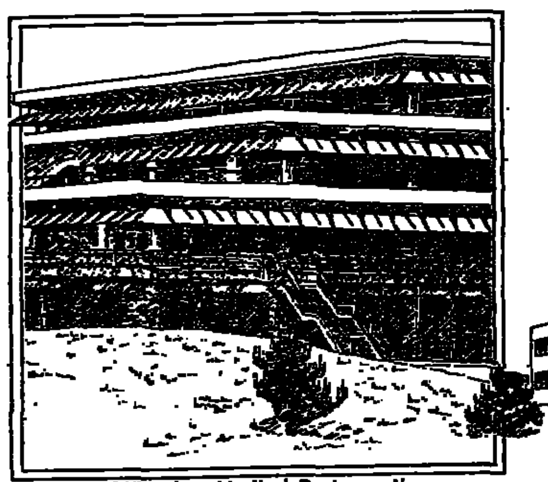

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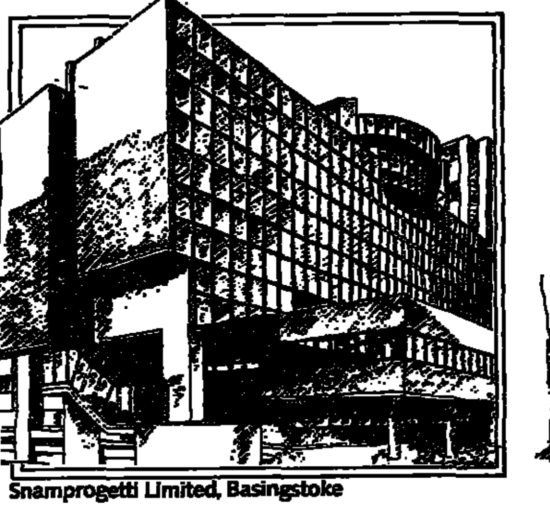


Snamprogetti Limited, Basingstoke

Vacant site for you – artist's impression

THE PROPERTY MARKET

BY MICHAEL CASSELL

Hammerson hits the streets of Mississauga

HAVING snapped up a shopping centre bigger than his own Brent Cross, together with a few thousand acres of development land and office space, Sydney Mason's appetite for acquisition remains unsatisfied.

As chairman and managing director of Hammerson, the international property investment and development group, Mason has just pulled the properties from the smouldering wreckage of Mascan, the Canadian real estate corporation.

Now he says he is looking for other, similar opportunities, ideally in the United States and possibly in Australia; situations which many companies might consider too fraught to be worthy of consideration but which offer packages of real estate at bargain prices.

Mason's philosophy extends to individual development and investment opportunities in all Hammerson's markets: "If people want to know what I'm inetrsted in, tell them I'm looking for crummy buildings on the verge of collapse, occupied by tenants about to go broke. But I insist on a first-class location. Then we can do something with them."

Hammerson's avuncular chairman says that when it comes to competition in the market for prime property with "triple A" tenants, then his own shareholders (the institutions hold 90 per cent of Hammerson stock) will always beat him on price. He prefers to go where the funds fear to tread, at least when they are wearing their own shoes.

None of which should be taken as evidence that Hammerson likes big risks and puny property. Its opportunistic attitude to development and investment, combined with an aggressive approach to portfolio management, has made it one of the UK's largest and most respected property groups. Property assets are touching £1bn and pre-tax profits have risen by over 75 per cent in two years.

The Mascan deal is not typical of the group's past behaviour, though it provides a clear indication of what could lie ahead, providing the opportunities arise.

Debts

The Ontario-based company succumbed to the liquidator after building up its land bank and its debts at the same alarming pace. The group was controlled by Bruce McLaughlin, the suave property entrepreneur who put his daughters on the board and, in the words of one observer, "played real-life monopoly but forgot to pick up the money when he passed Go."

Sydney Mason's sorte into the streets of Mississauga, the Toronto suburb which was Mascan's stamping ground before it got stamped on, raised a few eyebrows.

The sight of a blue-chip UK property group talking terms over the salvage of a company at the heart of a Securities Commission investigation and with a board of directors appointed by the courts, provoked more than a few questions back home.

Among Mascan's more colourful assets were a couple of ski sites, hotels, a golf course, a stud farm and assorted chunks of so-called development land. Certain investments had notched up heavy losses and others were entangled in ownership disputes. Somehow it all seemed a long way from Hammerson's elegant Park Lane offices.

From the outset, however, Mason had his eyes on just a handful of properties—and the chance of doing a deal at a price reflecting a substantial discount to asset values.

"We were introduced to a situation in which the proprietor of Mascan didn't want to part with anything but realised he could only survive by parting with something. He owed 57 per cent of the company and, with the agreement of the banks, we paid him for the bits which interested us, enabling him to buy out the assets we didn't want.

"Everybody ended up happy. Mr McLaughlin survived to fight another day, Mascan shareholders got more than they could reasonably have expected and we got what we were after."

Last week, Hammerson said over 99 per cent of Mascan shareholders had accepted the offer.

Hammerson placed £47m worth of shares on the London market to finance the acquisition and also assumed £97m of mortgages and funded debt. "We paid off the preference and unsecured creditors but didn't take on any of the debt attributable to the assets we sold on. They went with Mr McLaughlin."

Mason is left with a 1.1m sq ft shopping centre, over 650,000 sq ft of office floorspace in four buildings and a half-share in 2,000 acres of development land. All are located around the Mississauga area.

Potential

The proud new owner reckons that the properties have at least as much potential as Hammerson's existing Canadian assets. A priority will be to add another department store to a shopping centre which stands on 75 acres but which can be expanded on to another 100 acres standing alongside.

According to Mason: "We will promote the shopping centre to achieve much better percentage turnover rents and will claw back some of the space from tenants who have got too big. It's not up to Brent Cross standards but there is a lot we can do to improve its performance."

As for the 2,000 acres of development land elsewhere—owned with local investment house Traders Associates—the chances are that much of it will be parcelled up and sold off or leased to other developers.

The Mascan deal means that Hammerson now has around one-third of its property assets in Canada, pushing the country above Australia in terms of portfolio distribution. Hammerson started its Canadian operations in Toronto in the late 1960s and has steadily built them up ever since.

Most attention centres on its impressive Bow Valley Square office scheme in Calgary, the largest single investment in the group portfolio. Plans to add to the 1.4m sq ft scheme have been frozen because of the weak lettings market but the existing complex is over 90 per cent let. Possession of the land required for the next phase is not due until the end of this year.

Hammerson is also finishing off a 235,000 sq ft office scheme in University Avenue, Toronto, which is 32 per cent let three months ahead of completion. Mason says the lettings market is tough, with institutional developers undercutting rents in order to fill space in schemes which have 1m sq ft or more available.

Hammerson already has a share quote in Toronto but Mason says the group will soon be obliged to broaden its investor-profile. A wider shareholding could come via a quoted loan stock or the placing of shares on the Canadian market.

In Australia, which now accounts for around 25 per cent of assets, a Stock Exchange quotation now seems highly likely by the end of 1984, with a first formal move made before the half-year stage. The initiative might help Hammerson overcome some of the difficulties encountered by foreign developers in Australia, though partnership ventures still seem inevitable.

If there is any market in which Hammerson's approach to the future arguably remains ambivalent, it is the United States. Mason says the group, which has a smattering of fairly unexciting interests as far apart as Buffalo and Houston, has never gone in for the sort of figures demanded by U.S. real estate markets.

"To make it worthwhile, you are talking about millions of square feet and multi-millions of dollars. It would be easy to make the U.S. the most important market, financially. But I think it has to be all or nothing."

Foothold

Hammerson's presence so far has been much nearer the "nothing" end of the option range, though it clearly feels it needs to have a foothold in the biggest free enterprise market of them all. It has certainly not been frightened off other countries by the prospect of rows of noughts on the bottom of investment proposals.

Despite the contradictions, the group is currently deeply immersed in negotiations which could bring it investments in downtown Los Angeles.

As for the longer-term future, Mason says: "I would like to see if we can find another Mascan in the U.S. As developers, we have to be involved in such a vital market. There are so few physical restrictions."

But aren't such restrictions good for property values and property owners? "I'm very much in favour of them. But only after I've got my own consent," Mason grins.

Nothing could be more calculated to knock the smile off the chairman's face than a reference to UK planning restrictions.

"We are willing to take on new developments but not if it means long, tedious planning battles. We have had a stomach full of them. If someone else gets a consent, we will reflect their effort in any price we pay," he stresses.

Hammerson's current UK development programme is a modest one, largely confined to the London area and embracing schemes in some architecturally sensitive areas. There are also plans for an office and shops scheme in Fleet Street, but only after a planning inquiry gave the go-ahead.

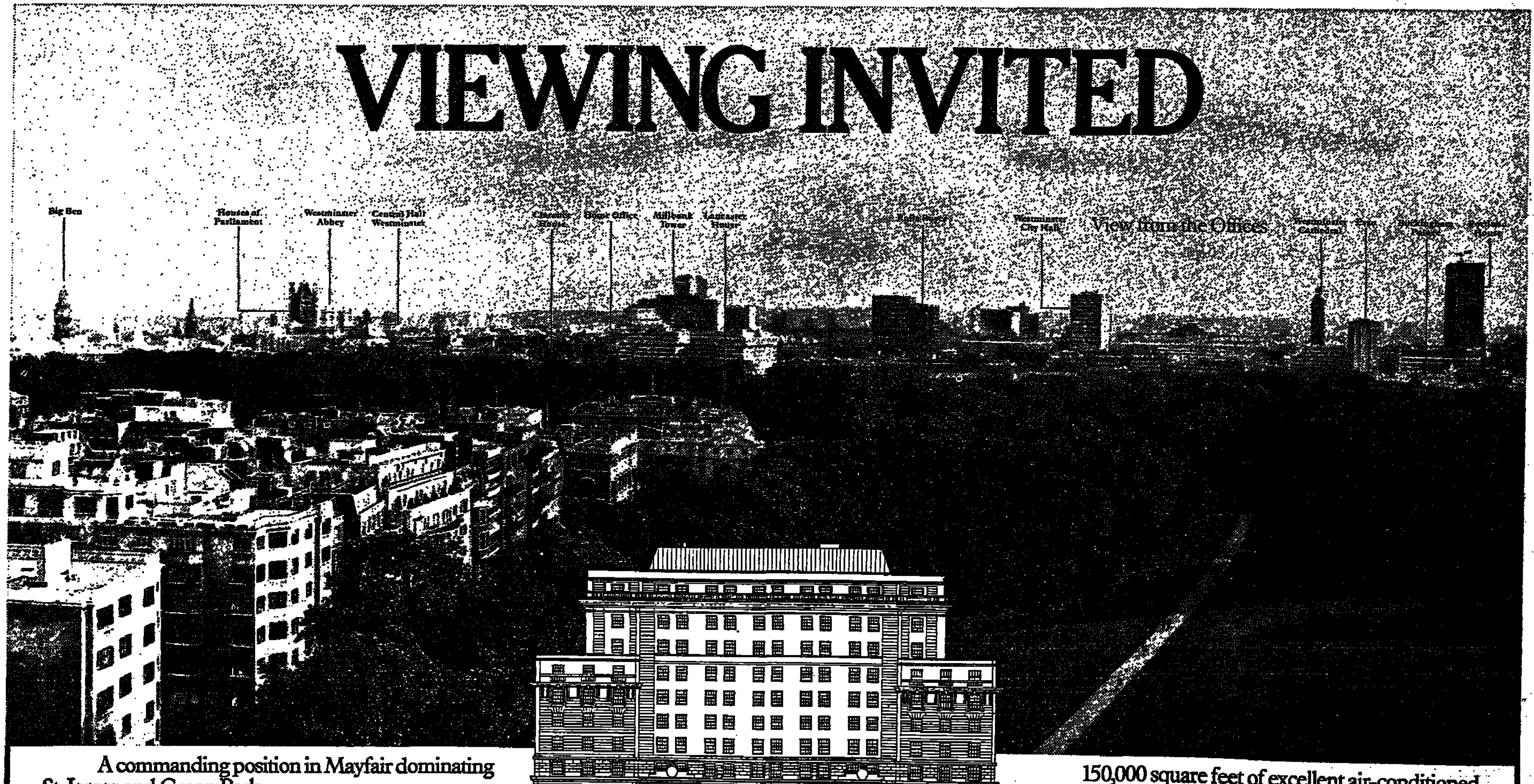
While the UK market as a whole remains a vital component in the Hammerson machine, its domestic property assets now account for barely 40 per cent of the global portfolio and the balance looks set to stay that way.

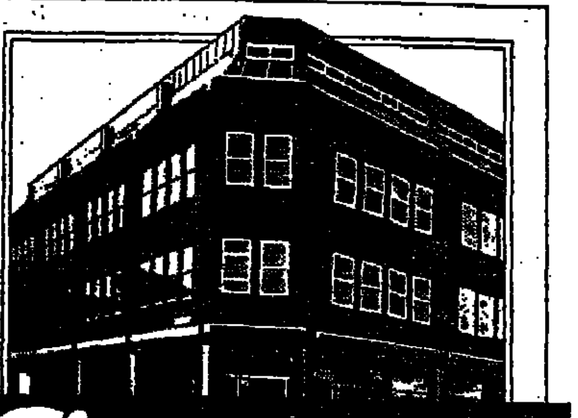
As for the group's recent rapid growth in profits—they have gone from £15m in 1981 to a forecast of at least £26.5m for 1983—Mason has been emphasising that the performance is unlikely to be sustained.

Market conditions, fewer new investments coming on stream and an end to the recent spate of minority interest acquisitions means the short-term profits outlook may be unexciting. The City, however, expects a sharp improvement beyond this and Mr Mason will no doubt do his best to please.

"In the UK, office development will provide the main thrust of future activities. We are automatically linked with shops because of Brent Cross, but the right opportunities on that scale no longer exist.

Opportunities apart, Brent Cross took 18 years of Mason's life and he does not feel inclined to start on another shopping centre. In any case, as the chairman points out, Hammerson has just been out and bought one.





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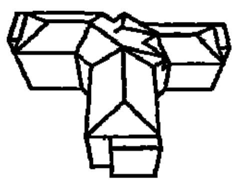

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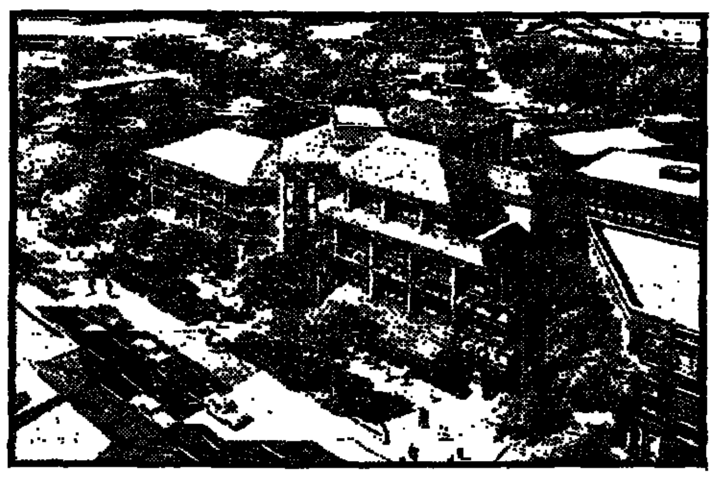

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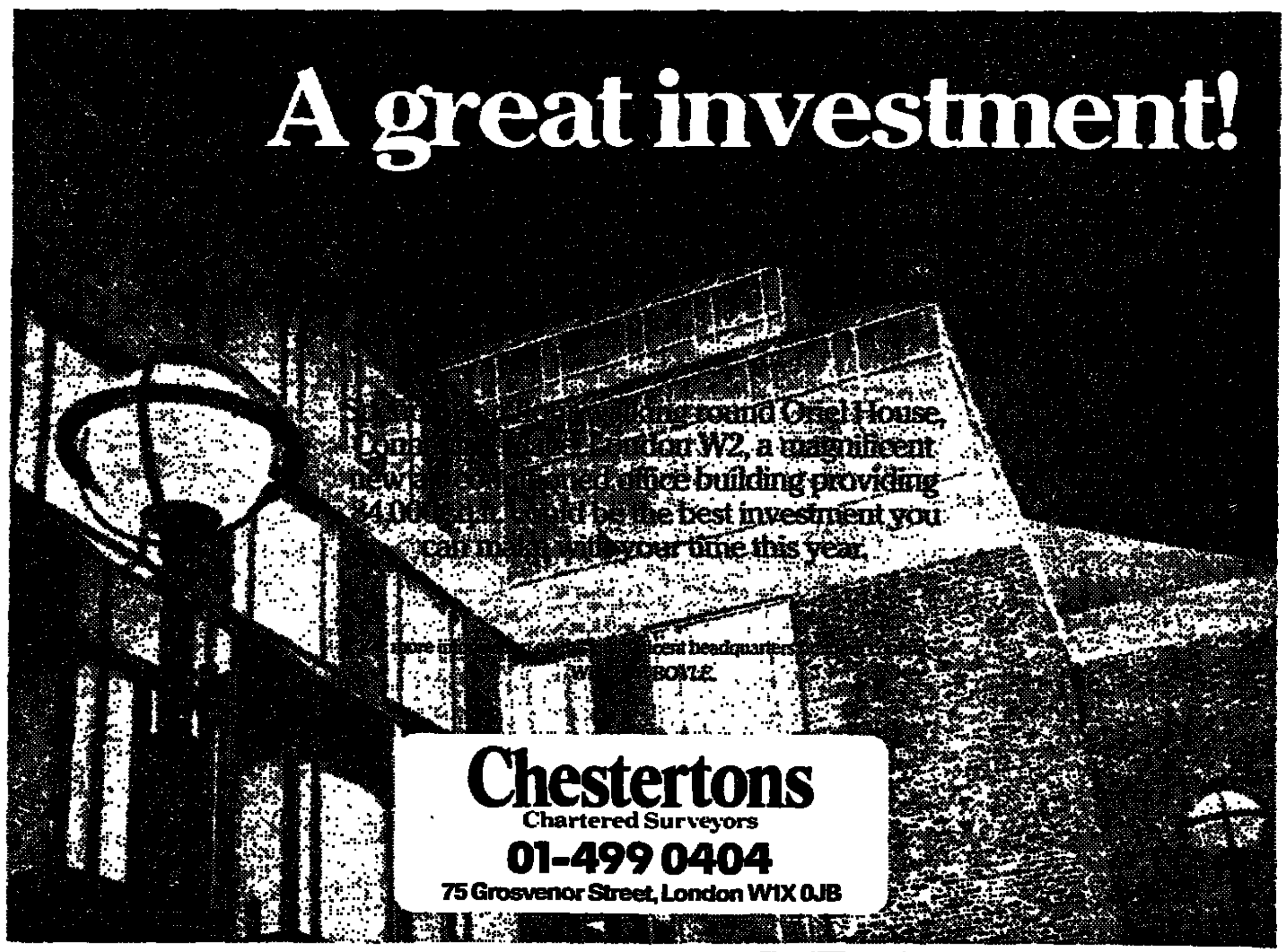

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63% midway surge for Datastream

GROWTH OF 63 per cent in profits is reported by Datastream, which provides computer-based information and services, for the half year ended December 31 1983. At the pre-tax level the surplus has moved ahead from £1.06m to £1.73m, and the directors remain confident of a satisfactory outcome" for the full year.

An interim dividend of 1.45p net is declared. In the April 1983 offer for sale prospectus the directors said that in a full year they would expect to pay one third of the dividend total as an interim. Since going public the company has paid a final dividend of 1.8p from a profit of £2.34m in respect of 1982-83.

Major factors which contributed to the growth in the half year included an increase in the number of new clients for all the on-line services, and the launch by existing clients of a substantial number of new unitised funds. There was further expansion in the investment accounting business and the Association on International Bond Dealers new weekly Eurobond guide was a success.

To provide capacity for continuing growth in services, a more powerful mainframe computer was installed last December at a net cost of £833,000

There was an increase in profit margins stemming from cost savings which came from the changes in the communications and printing technologies introduced at the end of the last financial year.

Turnover for the period rose from £4.83m to £6m. The operating profit expanded from £1m to £1.57m and investment income also showed an increase, from £59,000 to £163,000. Earnings were 7.5p (4.4p) per share.

The directors are confident that the company will continue its profitable growth. They say there will be contributions from the recent launch of enhanced facilities for investment research, graphics and financial future services, the signing of the first order for delivery of their services direct to clients and communications networks, and the introduction later this year of a commodities service and of a portfolio performance service.

See Lex

HIGHLIGHTS

Lex looks at the wealth of Government statistics released yesterday—the money supply, Public Sector Borrowing, a White Paper on expenditure and a Treasury paper on MO—before turning his pen to corporate affairs. Datastream turned in interim profits showing profits 63 per cent higher at £1.73m which got the share price roaring up to close at a new high. The column then comments on prospects for the UK insurance sector in the light of Allianz's present stance towards the UK market and ahead of the 1983 preliminary results season which kicks off in a few weeks.

Placing on SE values Petranol at £13m

BY ALISON HOGAN

Petranol, an oil and gas exploration and production group, is seeking a listing on the Stock Exchange. Brown Shipley is arranging an offer for sale of 27 per cent of the equity, 2.8m shares, at 125p per share, valuing the company at £13m.

Mr Clive Smith, chairman of Petranol founded the company in 1981 with his fellow directors. Their aim was to find sites where they could drill relatively shallow production wells which contain multi-pay zone formations which provides the opportunity to drill to a variety of different formations at relatively low additional cost while developing the principal formation.

Such formations allow a fast payback of eight to 12 months. Mr Smith's philosophy is "oil to tank and cash to bank." That means the company can pace its drilling programme to the revenue coming in from oil sales which average $30 a barrel.

The first formation can be as shallow as 1,000 ft to 1,400 ft which will take only a week to 10 days to drill.

Petranol's oil and gas operations are located in the Abilene area of West Texas and comprise properties which have both proved and probable reserves and the potential of substantial additional unproved reserves.

"If we need luck in the calculation that there might be more than the proven reserves, then we reject it," said Mr Smith. The result last year was that of 29 wells drilled, only one was "dry."

Petranol has 47 wells programmed for 1984, fully funded after the £3.5m which will be raised by the offer for sale.

The company has two properties, Windham and Hearn, and will be purchasing a further property Sweetwater for £1.43m with an estimated commercial life of 12 years.

The properties have all been appraised by independent petroleum consultants.

Turnover of Petranol in the year to September was £298,000 and pre-tax profits, £151,000. In the three months to December turnover was £209,000, pre-tax profits £101,000, with development expenditure of £379,000.

Petranol gives a projected cash flow, not a profits forecast, which points to an operating cash surplus of £2.5m in 1984 and £3.95m in 1985.

Applications open on February 22 and dealings are expected to commence on February 29.

Brokers are Statham Duff Stoop.

● comment

An oil and gas exploration company with a low risk development programme sounds irresistible. Mr Clive Smith, our own "J R" from the Potteries, has already made a fortune from shallow coal mining in the UK before deciding to tackle the Texan oil market. He has taken care to choose a quality team and reputable consultants. The directors will not take any of the money being raised and intend to retain their current 73 per cent holding. But of course exploration remains risky even if efforts are taken to minimise the possible problems. The prospectus includes a number of warnings on possible exchange rate fluctuations, movements in the market price of oil and gas, an unforeseen slowing of the rate of drilling. The cash flow projections are similarly based on several assumptions which might not be fulfilled. These are risk factors which apply to all the sector, so if an investor is determined to invest in a small speculative oil exploration stock, this at least appears less risky than some.

Associated Leisure sees £8m for year

Associated Leisure, the fruit machine, coach holiday and hotels group currently subject to a £65.2m agreed bid from **Pleasurama**, the casino group, expects pre-tax profits of not less than £7.9m for the year ended January 1, 1984.

This forecast, based on management accounts, was given in the formal offer document sent out yesterday. It compares with the unaudited profit of £5.5m reported for the 42 weeks to January 2, 1983.

The effective tax charge is estimated at about 39 per cent compared with about 46 per cent for the previous period.

Pleasurama announced its bid on January 27. It is offering one of its own 5p shares and 440p cash for every five Associated shares.

Associated's directors, who own 4.4 per cent of their company's equity, are recommending acceptance. Its shares fell 1p to 149p yesterday while Pleasurama's fell 2p to 343p.

At Pleasurama's current share price the bid is worth 156.6p per Associated share or £65.2m.

IBS suspended pending refinancing proposals

Immediate Business Systems, the manufacturer of portable biling systems which is traded on the Unlisted Securities Market, yesterday called for the suspension of trading in its shares "pending finalisation of refinancing proposals."

The loss-making company, which was launched on the USM early in 1982 as a management buyout from Plessey, has recently admitted that it has taken more time and money than expected to reach a point where orders can finance research and development as well as routine running costs.

In the first six months of the current financial year, to September 30 1983, it reported a pre-tax loss of £1.23m—up from £790,000 in the previous comparable period.

When reporting on those figures just a week ago, the board said the pace of market penetration for its products, and the rate of system installation, had been slower than anticipated.

It said the losses had put a strain on financial resources, but at the same time noted that it was encouraged by the conversion of potential into contracted orders.

At the moment, it has no borrowings, but has depended heavily on credit from its suppliers.

Shares were suspended at 58p, down 2p on the day.

SHARE STAKES

A. I. Industrial Products — Mr J. Briggs, director and chairman, has purchased, in the name of his private company Duckry, 100,000 ordinary shares.

London Trust — Britannia Arrow Holdings now holds 12.84m ordinary shares (14 per cent).

Bespak—Esso Pension Trust's interest has increased to 600,000 shares (5.6 per cent).

Montagu Boston Investment Trust — Imperial Life Assurance Company of Canada is beneficial owner of 990,000 ordinary shares (9.9 per cent).

Phoenix Properties and Finance — Mr R. Brooks, a director, disposed of 40,430 ordinary on October 3. He remains beneficially interest in 428,962 (6.44 per cent).

Highgate Optical calls in receivers

Highgate Optical, the optical and photographic equipment distributor, has asked its bankers to call in the receiver. The board said it considered Highgate to be insolvent due to inter-company indebtedness with the Exent group, its majority shareholder.

Highgate's shares were suspended at 50p on January 27 at the company's request. Exent has a 60 per cent holding in Highgate.

Highgate, Exent, and Helical Bar—another company in which Exent has a majority holding—called in their respective auditors to review aspects of their financing last month.

Helical said it had discovered a "misappropriation" of £150,000 of company funds and the Exent directors resigned from the boards of both Helical and Highgate.

Mr Rod Tringham, chairman of Exent, said then that £150,000 related to spending authorised by Helical's directors in January when, under a clause in Helical's statutes, they were not technically entitled to call themselves directors.

Saga sees growth in American operations

PRE-TAX PROFITS of £2.44m were achieved by Saga Holidays in the 16 months to October 31 1983 compared with a loss of £136,000 for the previous 12 month period.

While the results represent a recovery, Mr Sidney De Haan, chairman, says that profits continued to be affected by problems experienced in the Laker Holidays division which has now been closed.

Turnover for the extended accounting period was £90.44m compared with £49.23m for the year to December 31 1982.

Mr Haan points out that by moving the year-end to October there will be considerable disparity between first and second half profits.

A final dividend of 2.6p (2.53p) is being paid making a total of 5p (3.73p).

During the 16 months, UK tour operating achieved only modest growth, limited by the inevitable diversion of managerial and administrative resources to the solution of problems arising subsequent to the Laker Air Travel acquisition.

North American operations offered an extensive range of European holidays to Americans for which there was strong demand. The company also operated a range of North and South American, Caribbean and cruising holidays developed specifically for the American market.

Booking trends indicate that it may be difficult to achieve significant growth in the company's UK business during the current year, he says.

Gross profit for the 16 months was £16.22m (£6.67m). The taxable result was struck after administration and marketing expenses of £15.65m (£8.61m) and included net investment and other income of £1.86m (£1.81m).

There was tax this time of £1m giving a net surplus of £1.44m (deficit £136,000). Earnings per share were 7.97p (loss 0.76p). Dividends will absorb £900,000 (£488,000) leaving a retained profit of £535,000 (loss £806,000).

● comment

For commercial reasons Saga declines to split the new U.S. operation's trading results and the traditional UK business. Nor is it very specific about the relative performances of the two geographical areas or, for that matter, the current trading position. So it is difficult to judge the extent of the recovery taking place. What is evident, however, is that by dropping the mass package Laker Holidays programme, which chalked up losses of around £1m during the 16-month period, the company is once again concentrating exclusively on the business it knows best—providing holidays for the over-60s during off-peak periods. Unlike the disastrous Laker purchase, the decision to buy from the receiver having been taken virtually overnight, the U.S. venture seems to be better thought out, with the company proceeding with the understandable caution associated with a conservative management that has had its fingers burnt. Apart from providing a broader geographical base to offset the vagaries of the home market, the theory is that U.S.-based tours will provide an additional market for more adventurous British tourists—and vice versa. At 112p, the p/e on annualised earnings is 11 while the yield is 4.9 per cent.

MS Intl. returns to profit with £0.82m in first half

CONTINUED improvement at Laurence Scott has enabled the MS International group, formerly Mining Supplies, to return to profits, and for the half year ended October 29 1983 there was a pre-tax surplus of £819,000, compared with a loss of £952,000 in the corresponding period.

The directors report that Laurence Scott, which makes electrical equipment within the capital goods and durable industries, contributed significantly to profits. And further benefits should accrue from the recent rationalisation of the control gear activities and the formation of two new subsidiaries.

Mining Supplies traded profitably, but continued to suffer from the reduced demand for coal mining equipment, particularly from the NCB. However, there has been an upturn recently for work from that source. If this can be maintained throughout the second half, and added to the work already in progress for the CEGB and overseas customers, this should help to offset the shortfall in activity experienced in the past six months.

Turnover in the first half showed a marginal improvement to £31.69m (£31.1m). The profit was struck after depreciation of £1.11m (£1.17m) and interest £930,000 (£1.02m). There is a tax charge this time of £150,000 leaving the net profit at £669,000.

● comment

After two years of losses **MS International's** turnround deserves full marks. The results are all the more impressive for being led by the Laurence Scott electricals business. The £6m acquisition to diversify the company in 1980 looked like a horrendous mistake. The impression in the electricals sector at the time was that LS was more dead duck than lame duck. That the new management at MS International has turned it round is a fair testimonial to their abilities. Of course the traditional mining equipment side is facing a tough domestic market, though there are some tentative signs of an upturn in orders from the NCB. Overseas, however, the trend is better in both the US and South Africa. It now looks as if full year profits could reach £2m, suggesting a fully taxed p/e of 12.7 at 51p or 6.8 on a more realistic tax charge. The directors may be tempted to pay a more meaningful dividend—say 1½p—giving a 4.2 per cent yield. A further major re-rating of the shares seems unlikely until that payout becomes a payout becomes a reality and the gearing looks a little healthier. Debt is still close to 100 per cent of shareholders' funds.

HunterPrint improves to £1.7m

AN ADVANCE of 27 per cent to pre-tax profits of £1.71m has been shown by **HunterPrint** for the year to October 2 1983. Sales of this quality colour printer increased from £18.66m to £20.79m.

In the previous year profits came to £1.12m.

Mr Michael Hunter, chairman, says that the current financial year has got off to a good start with turnover and profits showing an improvement over the corresponding period of last year. He is optimistic that the group will make further progress in 1984.

The net final dividend of this company, which trades its shares on the Unlisted Securities Market, has been recommended at 2.3p which gives a total of 3.5p

Earnings per 25p share rose from 12.53p to 19.12p.

Pre-tax profits were struck after lower exceptional debits of £34,000 (£250,000). Tax came to £124,000 (£72,000). Last time, minorities came to £13,000 and extraordinary debits to £93,000.

● comment

Hunterprint's shares have been at a premium ever since it came to the USM in late 1982—and yesterday's preliminary announcement explains why. In a print market which is still very tight, profits, pre-exceptionals, jumped by 26 per cent, reflecting further gains in market share and a continuing improvement in margins. These have come through new investment in a 32-page Press in 1982 and, more recently, the 48-pager, which has given the group the extra muscle to pitch for very long runs of high-quality work—a la the one-off Radio Times contract. Now the group is looking for further expansion through the acquisition of two colour-printing companies from Sir Joseph Causton. Although loss-making, the plan is to make them profitable by pushing work their way and by reducing overheads largely through a redundancy programme, already announced. There should also be benefits coming through via the move to Corby, an enterprise zone. At 177p, up 11p, the shares are selling on a p/e of 9.1 (stated earnings) while the yield is a slim 2.9 per cent.

CPS Computer coming to USM

BY ALISON HOGAN

CPS Computer Group is joining the Unlisted Securities Market by way of a reverse takeover of the suspended fully listed company **Olympia**.

CPS sells IBM computer equipment, distributes add-on equipment for the IBM personal computer and has related services, including the distribution of other manufacturers' computer equipment and leasing.

The company has been attracted to this route to the USM by Olypmia's cash pile. It currently stands at £1m of which £900,000, after liability and cost deductions, will be available to CPS as additional working capital.

Olympia has issued 20m ordinary shares for the issued share capital of CPS Computer Group, of which 10 per cent has been placed by brokers L. Messel at a price of 67p per share giving a market value of £13.4m.

Dealings will begin on March 13, the day after an egm of Olympia where shareholders will be asked to approve the takeover and name change. Former Olympian shareholders will be left with a 9.1 per cent stake in the new group.

The CPS group consists of four subsidiaries, each with a managing director. CPS and Information Systems which sells IBM computer equipment accounted for 60 per cent of group turnover and nearly 30 per cent of profits in the three months to December 31, 1983.

Leasing accounted for around 12 per cent of turnover and 27 per cent of profits in the same period.

The subsidiary which provides data entry services both in the UK and overseas made a loss last year due to the costs of establishing overseas operations but is expected to contribute profits in the current year.

CPS group is not giving a pre-tax profits forecast for the current year but says that for the three months to December 1983 pre-tax profits were in excess of £450,000. In the last financial year to September it made taxable profits of £736,000 on turnover of £18.38m.

The p/e based on these profits is 19.1 times on an actual tax charge and 37.2 times on a notional full tax charge.

● comment

CPS Computer Group has developed a successful business selling and distributing IBM equipment. It is now benefiting from the popularity of the IBM personal computer and the demand for all the add-on equipment available. Such dependence on a single manufacturer might appear worrying, but the directors say the relationship is symbiotic and not likely to be disrupted. Assuming that such a fate does not befall the market, then CPS is in a high growth profitable area. It has such blue chip customers as the Bank of England, GEC Computer Services, Mars Group Services and Taylor Woodrow. The task of its management team is to find and get the distribution rights of best new technological products. The directors would like to move up to a full listing next year, when they hope to get an even better price for their shares than the current 67p. Present prospects suggest they probably will

DIVIDENDS ANNOUNCED

	Current payment	Date of payment	Corresponding div.	Total for year	Total last year
Bogod-Pelepah ......int	0.1	—	0.1	—	0.3
Bogod-Pelepah A ...int	0.2	—	0.2	—	0.6
Datastream ....int	1.45	Apr 16	—	—	1.8
Drayton Japan	2	—	3.5	3	8.5‖
Drayton Premier	8.5	Apr 5	8	11.5	11
Elbief ....int	0.44	Apr 13	0.39	—	1.39
Hunter-Print‡	2.3	Apr 5	2	3.5	2
River and Mercantile ...	3	—	2.8*	4.4	4.13*
River Plate and Gen ...	4.8	—	4.6	6.2	6
Saga Holidays	2.6¶	Mar 30	2.53	5¶	3.73
Trust of Property	0.33	Apr 9	0.06	0.33	0.31

Dividends shown pence per share net except where otherwise stated.

* Equivalent after allowing for scrip issue. † On capital increased by rights and/or acquisition issues. ‡ USM stock. § Unquoted stock. ¶ For 16 months. ‖ Includes special payment of 3p.

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Banco de Bilbao	9 %
Bank Hapoalim BM ...	9 %
BCCI	9 %
Bank of Ireland	9 %
Bank Leumi (UK) plc	9 %
Bank of Cyprus	9 %
Bank of Scotland	9 %
Banque Belge Ltd. ...	9 %
Banque du Rhone	10 %
Barclays Bank	9 %
Beneficial Trust Ltd....	10 %
Bremar Holdings Ltd.	9 %
Brit. Bank of Mid. East	9 %
■ Brown Shipley	9 %
CL Bank Nederland ...	9 %
Canada Perm't Trust...	10 %
Castle Court Trust Ltd.	9½%
Cayzer Ltd.	9 %
Cedar Holdings	9 %
■ Charterhouse Japhet...	9 %
Choulartons	10½%
Citibank Savings ......¶	10½%
Clydesdale Bank	9 %
C. E. Coates	9½%
Comm. Bk. of N. East	9 %
Consolidated Credits ...	9 %
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Dunbar & Co. Ltd.......	9 %
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Meghraj and Sons Ltd.	9 %
Midland Bank	9 %
■ Morgan Grenfell	9 %
National Bk. of Kuwait	9 %
National Girobank ...	9 %
National Westminster	9 %
Norwich Gen. Tst.	9 %
R. Raphael & Sons ...	9 %
P. S. Refson & Co. ...	9 %
Roxburghe Guarantee	9½%
Royal Trust Co. Canada	9 %
■ J. Henry Schroder Wagg	9 %
Standard Chartered ...‖	9 %
Trade Dev. Bank	9 %
TCB	9 %
Trustee Savings Bank	9 %
United Bank of Kuwait	9 %
United Mizrahi Bank...	9 %
Volkskas Intnl. Ltd. ...	9 %
Westpac Banking Corp.	9 %
Whiteaway Laidlaw ...	9½%
Williams & Glyn's	9 %
Wintrust Secs. Ltd. ...	9 %
Yorkshire Bank	9 %

■ Members of the Accepting Houses Committee.

* 7-day deposits 5.5%, 1-month 6%. Fixed rate 12 months £2,500 9% £25,000 12 months 9.5%.

† 7-day deposits on sums of: under £10,000 5½%, £10,000 up to £50,000 6½%, £50,000 and over 7½%.

‡ Call deposits £1,000 and over 5½%.

‖ 21-day deposits over £1,000 6½%.

§ Demand deposits 5½%.

¶ Mortgage base rate.

Notice to all Bondholders and all Warrantholders of

THE NOMURA SECURITIES CO LTD

US$100,000,000 6½ per cent Bonds due 1988 with Warrants

The Toyo Trust and Banking Company, Limited, London Branch, as Principal Paying Agent, Warrant Agent and Replacement Agent in the respect of the above Warrants hereby gives Notice that as from 19th March 1984, its address will be 5th Floor, Bucklersbury House, 83 Cannon Street, London EC4N 8AJ and as from that date all Notices and Communications should be sent to that address.

THE TOYO TRUST AND
BANKING CO LTD
London Branch

Dated 17th February 1984

Notice to all Bondholders and all Warrantholders of

NISSHO-IWAI CORPORATION

US$70,000,000 6½ per cent Guaranteed Bonds due 1989 with Warrants

The Toyo Trust and Banking Company, Limited, London Branch, as Principal Paying Agent, Warrant Agent and Replacement Agent in the respect of the above Warrants hereby gives Notice that as from 19th March, 1984, its address will be 5th Floor, Bucklersbury House, 83 Cannon Street, London EC4N 8AJ and as from that date all Notices and Communications should be sent to that address.

THE TOYO TRUST AND
BANKING CO LTD
London Branch

Dated 17th February 1984

MINING NEWS

Ranger uranium mine lifts first-half profit

BY GEORGE MILLING-STANLEY

WITH A FINAL decision on the future of Australia's uranium mining industry once again postponed, this time until the Labor Party conference in mid-year, the Ranger mine in the country's Northern Territory continues to make big profits.

Ranger is now liable for a full year tax charge, having exhausted all the tax offsets allowed against capital spending last year, but has still managed to increase net profits in the latest half-year.

Energy Resources of Australia (ERA), *the company set up* two and a half years ago to operate Ranger, has reported a net profit for the six months to the end of December last year of A$27.42m (£18.3m), on sales of A$122.57m.

This compares wtih profits of A$24.01m from sales of A$127.59m in the first half of the previous year.

Earnings came out at 6.69 cents per share, up from 5.86 cents, *and the interim dividend is maintained* at 5 cents.

In the 12 months to June last year, ERA paid a total of 10 cents from profits of A$57.39m or 14 cents a share.

All this will be welcome news for **EZ Industries and Peko-Wallsend**, each of which retained a stake of 30.5 per cent in ERA when it was floated to the public.

Interim results are due from both companies in the next week or so, and they can expect to *receive something like A$8.4m* each from their ERA holdings, about A$1m higher than in the first half of the previous year.

After a somewhat troubled start, ERA has recently succeeded in remaining largely uninvolved in the long-running row over uranium production in *Australia*. The country's ruling Labor Party is committed to ending uranium mining, but its leader, Prime Minister Bob Hawke, has so far managed to impose his own more pragmatic approach.

This approach will allow the existing operations at Mary *Kathleen Uranium*, Nabarlek and Ranger to continue, and the government has also given its approval for development of the huge Olympic Dam copper-uranium-gold deposit at Roxby *Downs in South Australia*.

Other developments, notably the big Jabiluka deposit in the Northern Territory, have been *ruled out, for the time being at* least.

The whole question of uranium mining is to come up for yet another review at the party conference in a few months, but in the meantime Ranger has been given authority to enter into two new contracts.

These contracts, however, cover only a total of 2,500 short tons of uranium oxide for sale to two U.S. utilities, and fall far short of ERA's desire to expand Ranger's output from the current level of around 3,000 tonnes a year to *6,000 tonnes, making it* the largest single producer in the world.

ERA has said that the mine's production could be doubled for only a small extra cost, but there *seems little prospect of permission* for this being granted in the near future.

Poor coal market hits Westar

LOWER COAL DEMAND has hit fourth-quarter profits of Canada's **Westar Mining**, and the adverse effects are expected to continue in the current year.

Westar, formerly known as **BC Coal**, reported net profits for the three months of C$8.7m (£5m), down from C$18m a year earlier.

Full-year earnings were also lower than in 1982, with a profit of C$60.7m against C$72.8m, but the previous year's results were boosted by an extraordinary gain of C$21.5m, which implies that Westar has done better at the *operating level in the latest* 12 months.

Westar *is owned* as to 67 per cent by **British Columbia Resources Investment Corporation**, with the remainder of the equity held by a consortium of Japanese companies.

Another Canadian mining company, **Brunswick Mining and Smelting**, has also reported lower profits for last year.

Brunswick, a subsidiary of **Noranda Mines**, turned in net profits for the year of C$7.59m, *down from* 1982's C$16.49m. The company said that the price of zinc responded well to last year's strong market, but lead and copper remained weak.

The decline in the silver price *in the fourth quarter also* affected results.

In addition, metal output for the year was lower as a consequence of falling ore grades and lower productivity. Ground problems and difficulties with mining machinery were largely overcome by the *fourth quarter*.

In fact, Brunswick recorded a loss for the fourth quarter of C$3.94m. This was attributable to the lower silver price, the cost of repairs to the smelter furnace and year-end adjustments to the tax charge and the value of metal stocks.

Beyond that, there was an extraordinary deficit in the period of C$2.6m from the write-down in the value of preliminary work carried out for the proposed zinc plant.

The estimated C$367m capital cost of this new plant was to have been shared, with *two-thirds* coming from Brunswick and the remainder from **Heath Steele Mines**, another company in the Noranda group.

Brunswick said that the project is "unlikely to proceed under presently anticipated market and economic conditions."

Southern Goldfields dividend soon

AUSTRALIA'S **Southern Goldfields** hopes to pay its first dividend to shareholders either this year or next, according to Mr *Geoffrey Stokes, chairman*. A declaration will, however, only be made "as soon as is consistent with sound financial management."

Southern Goldfields is unusual among junior Australian exploration companies in that it is already in profit, even though its main current project, the development of a gold mine at the Nevoria prospect near Marvel Loch in Western Australia, is *not yet in production*.

The company declared operating profits of A$408,468 (£272,000) for the 12 months to September 30 1983, largely from a tailings retreatment venture at Peak Hill, a little to the north of the town of Meekatharra.

Peak *Hill is a 50-50 joint* venture with **Grants Patch Partners**, while Nevoria is owned as to 40 per cent, with **Jingellic Minerals** holding the remaining 60 per cent.

London and Liverpool

London and Liverpool Trust has sold the photocopier business, goodwill and certain of the stock of its wholly-owned subsidiary, **Sussex Reprographics**, to **Southern Business Leasing** for £230,000.

Joseph Webb PLC

INTERIM REPORT (UNAUDITED)

	Six Months to 30.9.83	Six Months to 30.9.82
	£	£
Group Turnover	3,223,117	2,505,033
Group Trading Profit	652,593	326,666
Holidays	(79,550)	19,051
Property Investment	100,998	89,530
Estate Development	631,145	218,085
Group Interest	200,416	231,732
Group Profit before Taxation	452,177	94,934
Taxation	298,446	16,446
Group Profit after Taxation	153,731	78,488
Preference Dividend 2.625 pence per share (same)	6,563	6,563
Interim Ordinary Dividend 0.1313 pence per share (0.1313 pence) (Note 1)	31,812	31,812
Earnings per 5p Ordinary Share (Note 2)	0.57p	0.28p

Note 1:
The interim ordinary dividend is payable on 12th April, 1984 to members on the register at the close of business on the 15th March, 1984.

Note 2:
The earnings per share are based on 25,728,705 Ordinary Shares in issue.

Group Profits
Group Trading Profit before interest was £652,593 (£326,666) and takes into account a depreciation charge of £213,462 (£215,684).

Activities
The contributions to Group Trading Profits made by each activity are reviewed as follows:—

Holidays and Leisure made a loss of £79,550 (profit £19,051); and one half of the full year's results from our Holiday and Leisure interests is included in this report.

Property income was £100,998 (£89,530).

Land Sales showing a surplus of £631,145 (£218,085) which were contracted in the period have made a most useful contribution to these results. Group pre-tax profits were £452,177 (£94,934) and Interest charges were £200,416 (£231,732). A Taxation charge of £298,446 (£16,446) includes ACT *written off during* the period; and a provision for Taxation which may be payable on a Land Sale. Property income continues to increase.

It is not anticipated that a further contribution will be made from the sale of land in the second *half of the year*.

Dividend
Your Directors have declared an Interim Dividend of 0.1313p per 5p share being the same amount per share as last year's interim.

It is proposed that this Interim Dividend should be paid on the 12th April, 1984, to those members on the Ordinary Shareholders Register at the close of business on the 15th March, 1984.

Future Prospects
The pattern of bookings continues to confirm the shift toward later booking by our customers as reported last year. It is anticipated therefore from present indications that this trend will continue in 1984.

In the United Kingdom:-

Holimarine
Holiday Villages
and Caravan Parks

In the South of France:-

Holimarine
Europe
Caravan Parks

KLEINWORT BENSON FINANCE B.V.

US $50,000,000

Guaranteed Floating Rate Notes 1991

convertible until 1985 into 10½ per cent. Guaranteed Bonds 1995 and unconditionally and irrevocably guaranteed as to payment of principal, premium (if any) and interest by

KLEINWORT, BENSON, LONSDALE PLC

For the three months 17th February, 1984 to 17th May, 1984 the Notes will carry a Rate of Interest of 10⅝ per cent. per annum with a Coupon Amount of US$128.91.

Chemical Bank International Limited
Agent Bank

BIDS AND DEALS

Suter sells Prestcold operations for £9m

By Ray Maughan

Suter Electrical, the refrigeration and air-conditioning group headed by Mr David Abell, has sold its Prestcold semi-thermetic compressor and condensing unit at Theale, Berkshire, to a joint venture subsidiary of Copeland Corporation of America.

Prestcold's Frankfurt and Montreal *distribution subsidiaries* are included in the sale which will raise £9m for Suter, in addition to £2m conditional sale proceeds arising from the six-acre site adjoining the Theale plant.

The surplus book value is estimated at £500,000, and £4m of the consideration will be used to *repay overdrafts and short-term* debt.

Suter's refrigeration wholesaling division, Nationwide Refrigeration Supplies, will become the sole franchise holder in the UK and Eire for the full range of refrigeration products. Copeland wil have the right to subscribe for 2m Suter shares at 120p per share at any time up to December 31 1985.

The Theale operation lost £1m last year before interest and tax on sales of £1m which had increased to sales of £15m, including £5.3m to NRS and £2m to the Canadian and German distribution interests, on which small profits were earned.

The retained NRS business based in Newbury, Berkshire, *turned over £15m in 1982* and £17m last year. Its target this year is some £20m of sales.

The balance of the payment from Copeland of Sidney, Ohio, will be paid in cash on completion, of which £250,000 will be security for a period of three years for the "usual sales warranties."

Allowing for the additional proceeds of surplus land at Theale, the release of working capital and export guarantee liabilities, Suter's cash balances will stand at some £7m after the Copeland deal.

Share Stakes

Amalgamated Estates—Further to an announcement made on February 13, sale of 9,476,424 shares by the Promotions House has now been carried out through the market. Linden Holdings has purchased 1.9m shares at a price of 12⅝p each.

Berkeley Exploration and Production — Bristol Production Services, *wholly* owned by Bristol Oil and Minerals, has acquired a further 375,000 ordinary and now holds 1,550,000 *(15.19 per cent)*.

Clarke, Nickolls & Coombs — London and Overseas Land has acquired 20,000 ordinary and now holds 1,230,000.

Marlborough Property — Mr M. M. Lange, director, has sold 50,000 ordinary reducing his beneficial holding to 7,295,968 ordinary.

The New Throgmorton Trust (1983) — Merrill Lynch Pierce Fenner and Smith Inc. has disposed *of 250,000 capital shares* reducing its holding to 1,500,000 (7.5 per cent).

Singlo Group — Mr D. M. Slocock, chairman, has sold 90,750 ordinary and purchased £15,000 of convertible unsecured loan stock 1988/91.

Granada Group — Mr B. Quilter, director, *has — following* the exercise of an option granted under company's option scheme for executives — sold 44,500 "A" ordinary at *180p* per share.

Estates Property Investment Co. — Clabir International NV, wholly owned subsidiary of Clabil Corporation, has purchased a further 800,000 ordinary and now holds 4,087,500 ordinary (21.39 per cent).

Reed pays £28m for five U.S. titles

BY CHARLES BATCHELOR

Reed International, paper, packaging and publishing group, is to buy five specialist magazines in the U.S. for $41m (£28.4m). In an unrelated deal it has also agreed the sale of its UK poster subsidiary, **London & Provincial Poster Group**, for *£25m cash*.

Cahners Publishing Company, Reed's Boston-based magazine publishing and exhibitions arm, has agreed to buy Interior Design and Corporate Design from Whitney Communications Corp.

Annual turnover of the two magazines, which are *distributed* on a controlled circulation basis, is $12m

Cahners, also recently bought three other magazines, Chemical Purchasing, Energy Design Update and Food Transportation from another vendor. They have combined annual turnover of $1.6m.

Mr Kenneth Morton, Reed *finance director, said: "Cahners* has been going extremely well and we have been putting money into its development with a number of big acquisitions, both of businesses and titles."

Latest annual turnover of Cahners was $175m, two-thirds of which came from magazines and one third from *exhibitions*. It publishes about 30 titles, excluding the new acquisitions, and organises more than 100 trade and consumer exhibitions.

The Whitney assets were put *up for sale following* the *death* of the company's owner, Mr Whitney, several months ago. Goldman Sachs, U.S. investment bank, arranged a tender among a number of bidders.

Reed has also reached agreement in principle to sell its wholly-owned subsidiary, London & Provincial, to a newly-formed company ultimately-owned by **Adams Communications**, a privately owned U.S. company with *television stations in the mid-*West as well as banking and soft drinks interests.

London & Provincial contributed trading profit of £2m and turnover of £17m to Reed's results in the year ended March 31 1983.

"London & Provincial has faced a lot of competition from the other media such as breakfast television and the colour supplements," Mr Morton said.

Reed's poster activities have been under pressure for the past year or so from declining volumes and higher site rentals and local authority rates. Reed still has a 9 per cent holding in another quoted poster group *More O'Farrall*.

Reed's shares rose 6p yesterday to 432p.

Two Chevalerique nominees for Sumrie

BY CHARLES BATCHELOR

TWO NOMINEES of **Le Chevalerique**, Monaco-based investment company which has acquired a large stake in **Sumrie Clothes**, have been appointed to the Leeds menswear company's board.

Mr Lance Blackstone, representing Mr Harvey Ross, another large shareholder, has also secured the appointment of a representative to the Sumrie board.

Le Chevalerique, which has a 19.6 per cent holding, will be represented by Mr Michael S. Hepker, who is legal and investment adviser to the Monaco company, and Mr Mervyn Spurgin, an economist. Mr Ross, a Leeds bullion coin dealer and property developer, has a 23.86 per cent holding. His representative, Mr Lance Blackstone, is a chartered accountant.

Mr Ronald Sumrie, chairman, said the company had obtained its first information about Le Chevalerique and its intentions at a board meeting yesterday.

Registered in the Isle of Man, Le Chevalerique is headquartered in Monaco and represents "a multitude of private investors."

"We are the first company in which they have taken an active interest and we are their largest acquisition in terms of the percentage of shares held," he said.

"They see their holding as a long-term investment. It could increase slightly but it won't be reduced. They would like to see the company developed and acquire other businesses in the near future.

"They want to go into businesses linked to clothing such as leisurewear."

Sumrie has made losses in the past three years recording a pre-tax deficit of £35,575 in the year ended April 2 1983 on turnover of £2.63m. In the six months ended October 1 *1983 the loss* rose by £60,000 to £94,000.

The company has increased its workforce by 45 in the past three months to 275 to cope with an upturn in orders, Mr Sumrie, who holds 2 per cent of the equity, said.

Sumrie's shares rose 3p to 130p

Firth agrees offer for Porter

BY DAVID DODWELL

THE BOARD of Porter Chadburn, the Bootle-based brewery and marine engineering equipment group, yesterday agreed the terms of a share subscription and cash offer for the company from G. M. Firth, the steel stockholder and property developer headed by Mr Ian Wasserman.

Mr Wasserman's company controls just over 29 per cent of Porter's share capital and the agreement on the share subscription *will* raise this *to 51.6* per cent. Firth will subscribe for 1.5m shares, at 75p a share.

Firth will then make an 88p cash offer for shares not already held. If a full bid were made for Porter at this level, its market capitalisation would be about £4.17m. Firth said that its total outlay will be about £3m.

However, Firth intends to place any acceptances it receives for its cash offer once it controls 62.6 per cent of Porter's share capital. After placing, Firth estimates the net cost of the offer will be about £1.5m.

Porter has sustained losses for the past two financial years. In the six months to July 8 1983 *pre-tax losses ran to* £178,000, compared with losses of £231,000 at the interim stage in 1982. Turnover slipped to £6.31m from £6.97m.

In the wake of the announcement, Firth's shares slipped by 1p to close at 22p, while Porter Chadburn shares remained unchanged at 112p.

Allianz not engaged in Phoenix talks

Following speculation, **Allianz Versicherung** is not engaged in talks with **Continental Corporation** *over possible acquisition of* Continental's stake of about 24 per cent in **Phoenix Assurance**, Allianz chairman Wolfgang Schieren said.

Allianz remains interested in obtaining a foothold in the British market after withdrawing from the takeover battle for Eagle Star in December,

BIDS AND DEALS IN BRIEF

Lorlin Electronics exchanged contracts to acquire a freehold factory from Rossmore Engineering, *opposite Lorlin's plant at* Littlehampton, Sussex.

Total net consideration of £200,000, at which it was valued independently, *will be satisfied* by the issue of 179,500 Lorlin ordinary (3.418 per cent of enlarged issued equity). All the shares have been conditionally placed at 114p with institutional and private investors. Completion is expected on February 21.

* * *

Lazard Bros, an associate of **London Brick**, bought 50,000 ordinary shares at 162½p on February 15, for its own account.

* * *

Marler Estates offers for **SB Properties** have been declared unconditional. The acceptance period has been extended to March 3.

By February 15 Marler had received acceptances for 5,559 *ordinary SB (69.58 per cent)*.

Offers remain conditional on admission to the official list, subject only to allotment, of the Marler consideration shares and the passing of special resolution an EGM of SB on February 22.

* * *

On February 15, further acceptances of **BAT Industries'** offer for **Eagle Star** had been received for 1.12m Eagle Star shares (0.81 per cent).

Total acceptances of BAT Industries' offer amount to 136.16m shares (98.43 per cent).

Elections for loan stock received by February 15 amounted to £2.2m which falls within the limit *of £2.96m* loan stock available for the current period for allocation to accepting shareholders of Eagle Star. Elections to receive loan stock received during the current period and valid in all respects will be satisfied in full. Elections to receive capital notes *which are valid in all respects* will also be satisfied in full.

* * *

In respect of the open offer by ***Imperial Life Assurance Company of Canada*** for the shares of **British Empire Securities and General Trust**, acceptances have been received *for 5,040,993* existing ordinary shares and 5,082,857 new shares issued by way of the scrip issue. They represent 24.9 per cent of the issued capital. Cash price payable for the shares is 14.435p each.

* * *

The directors of **Kenyon Securities** have agreed terms for the acquisition of the goodwill and assets of **Joslin Memorials 1974**, together with the leasehold *premises, for £85,000* cash.

Current value of the assets being acquired is £85,000 and net profit attributable to those *assets is £12,000.*

BANK RETURN

	Wednesday February 15 1984	Increase (+) or Decrease (—) for week
BANKING DEPARTMENT		
Liabilities	£	£
Capital	14,553,000	—
Public Deposits	741,637,208	+ 232,813,370
Bankers Deposits	777,610,744	+ 48,882,146
Reserve and other Accounts	1,371,554,308	+ 65,404,367
	2,905,355,260	+ 347,099,883
Assets		
Government Securities	588,288,298	— 53,841,069
Advance & other Accounts	590,365,237	+ 6,847,962
Premises Equipment & other Secs.	1,716,622,360	+ 389,976,141
Notes	9,904,360	+ 4,114,603
Coin	175,005	+ 2,246
	2,905,355,260	+ 347,099,883
ISSUE DEPARTMENT		
Liabilities	£	£
Notes issued	11,410,000,000	—
in circulation	11,400,095,640	— 4,114,603
in Banking Department	9,904,360	+ 4,114,603
Assets		
Government Debt	11,015,100	—
Other Government Securities	1,722,324,546	+ 45,500,849
Other Securities	9,676,660,354	— 45,500,849
	11,410,000,000	—

The Trans-Oceanic Trust PLC

Managed by J. Henry Schroder Wagg & Co. Limited

The Annual General Meeting was held at 120 Cheapside, London EC2 on Wednesday, 15th March, 1984.

The following is a summary of the Report by the Directors for the year ended 31st October, 1983.

	1983	1982
Total Revenue	£2,734,011	£1,828,434
Revenue after taxation and expenses	£1,083,080	£ 935,389
Earnings per Ordinary Share	2.95p	2.54p
Ordinary dividends for the year net per share	2.84p	2.54p
Net asset value per 25p Ordinary Share	170.5p	127.8p

In his Statement in the Annual Report the Chairman, Sir Ashley Ponsonby, commented:

In the autumn of 1982 the Directors considered the relative attractions of the US stockmarket and *currency to be compelling and arranged a $7½ million loan in order to increase American exposure.* The equity portion of this loan was liquidated in January 1983 resulting in a profit of £¾ million. The dollar loan bond portfolio, however, was increased during the year in order to take advantage of the very high real interest rates. Towards the end of 1983 it was felt that the relative strength of the dollar might be coming to an end. $12 million of exisiting US equity core investments were switched into a dollar loan account so that they might be protected from any possible weakness in the currency.

Including both dollar loans, some 57% of the Trust's investments were in North America at the year end. The proportion invested in US equities was reduced in the summer when some *£2 million of small*, high technology stocks were sold. We felt that the valuations put on such stocks by the market were high and discounted rates of growth which might not be attainable. Some 31% of the Trust was invested in the UK where the emphasis continued to be on high yielding recovery stocks which appeared relatively attractive within the market. Such stocks proved good investments in terms of both capital and income. Japanese investments in the Trust were increased slightly to 7½% during the year.

The Board has limited the percentage of unquoted investments in the Trust to 10% and these venture capital holdings have been taken in companies which the Directors believe have sound long-term prospects.

Some two-thirds of the Trust's gross assets are now invested overseas where the after-tax income returns are low. Moreover, about one-fifth of the Fund is invested in nil-yielding American junior growth stocks and venture capital situations. Nevertheless, the Trust's earnings rose by 16% over the previous year. Though this was aided in part by the large US bond portfolio the Directors hope that income will continue to grow in 1984, though probably at a lower rate.

The overall objective of the Trust is the achievement of capital growth coupled to further increases in income: to this end the Directors will maintain a flexible approach.

Copies of the Report and Accounts are available from the Secretaries,
J. Henry Schroder Wagg & Co. Limited, 120 Cheapside, London, EC2V 6DS.

NOTICE OF REDEMPTION

KUBOTA, LTD.

6¾% Convertible Debentures Due April 15, 1991

NOTICE IS HEREBY GIVEN to the Holders of the 6¾% Convertible Debentures Due *April 15, 1991 (the "Debentures") of Kubota, Ltd., a Japanese corporation (the "Company")* that pursuant to Article Eleven of the Indenture, dated as of February 1, 1976, between the Company and Morgan Guaranty Trust Company of New York, as Trustee (the "Trustee") the Company has decided to redeem on April 15, 1984 all Debentures then outstanding in accordance with the provisions of the fourth paragraph of the reverse of the *Fully Registered* Debentures and the fifth paragraph of the Coupon Debentures.

As the Redemption Date, which is April 15, 1984, falls on Sunday, pursuant to the Section 113 of the Indenture, payment of the interest, principal and premium or conversion of the Debentures may be made on the next Business Day, which is April 16, 1984, with the same force and effect as if made on the Redemption Date.

The price at which the Debentures will be redeemed will be 102.50% of the principal amount thereof (the "Redemption Price") and will be U.S.$1,025 per U.S.$1,000 principal amount. In addition, the Company will pay to the holders of the Coupons due on April 15, 1984 *the amount of such Coupons upon presentation and surrender of such Coupons in ac*cordance with the provisions of the Debentures and the Coupons. Interest on Fully Registered Debentures will be paid in the usual manner.

The payment of the Redemption Price will be made on and after April 16, 1984 upon presentation and surrender of the Debentures together (in the case of Coupon Debentures) with all coupons appertaining thereto maturing after April 15, 1984 at any of the offices of the following Paying Agents:

Morgan Guaranty Trust Company of New York, New York
Morgan Guaranty Trust Company of New York, Brussels
Morgan Guaranty Trust Company of New York, Frankfurt/Main
Morgan Guaranty Trust Company of New York, London
Morgan Guaranty Trust Company of New York, Paris
Credito Romagnolo S.p.A. (Milano), Milan
Bank Mees & Hope N.V., Amsterdam
Kredietbank S.A. Luxembourgeoise, Luxembourg

All payments will be made in such coin or currency of the United States of America as at the time of payment shall be legal tender for the payment of public and private debts at the office specified above in New York City, or, at the option of the Holder, in like coin or currency, at the other offices *specified above, by check drawn on, or transfer to a United States* dollar account maintained by the payee with a bank in New York City, subject to any applicable fiscal and other laws and regulations, all in accordance with the provisions of the Debentures and Coupons.

From and after April 15, 1984 interest on the Debentures will cease to accrue and the right to convert the Debentures into shares of Common Stock of the Company will terminate at the close of business on April 16, 1984.

The Debentureholders' attention is called to the fact that in accordance with the provisions of the third paragraph of the reverse of the Fully Registered Debentures and the fourth paragraph of the Coupon Debentures they may convert their Debentures into shares of Common Stock of the Company having a par value of ¥50 per share, or at the option of the holders, into American Depositary Shares or European Depositary Shares each representing 20 shares of such Common Stock at the conversion price (with the Debentures taken at their *principal amount translated into Japanese yen at the rate of ¥303 equals U.S.$1) of ¥326.40* per share. Each holder who wishes to convert his Debentures must deposit his Debentures, together (in the case of Coupon Debentures) with all unmatured coupons, (if a Fully Registered Debenture is presented for conversion after April 1, 1984 (the "Regular Record Date") and prior to the *opening* of business on April 15, 1984, the *Debenture must be accompanied* by a payment in an amount equal to the interest payable to the holder on April 15, 1984) with any of the offices of the Paying Agents specified above and otherwise complying with all other requisite formality required for conversion before the close of business on April 16, 1984, accompanied by a written notice to convert, the form of which notice is available from any of the Paying Agents.

For the information of the Debentureholders, the reported closing prices of the shares of Common Stock of the Company on the Tokyo Stock Exchange during the period from February 1, 1984 to February 14, 1984 ranged from the high of ¥323 to the low of ¥318 per share. The reported closing price of such shares on the Tokyo Stock Exchange on February 14, 1984 was ¥318 per share.

Dated: February 17, 1984

KUBOTA, LTD.

SIEMENS

Information for Siemens shareholders

New orders exceed expectations

Growth of German domestic sales – Capital expenditure up 20%

New orders

During the first quarter of the current financial year, or from 1 October to 31 December 1983, new order receipts of £3,198m remained 7% below those of the comparable period in 1982. At that time, however, orders for the Emsland nuclear power plant, together with the impending expiration of a government capital investment grant, caused an order surge that catapulted growth 25% above the previous year's level. When allowance is made for these special influences affecting last year's first-quarter figure, new orders for the first three months of the current financial year were better than expected.

Excluding power plant business, Siemens recorded a 3% increase of new orders from the German domestic market, while new orders received from abroad matched last year's volume.

Order results were strongly supported by increased worldwide demand for electronic components and, in particular, for integrated circuits. The Components Group chalked up some 40% more orders than a year ago. The medical engineering and data systems sectors, which last year reported especially high growth rates, achieved a slight rise of orders again this year due to intensified international business.

in £m	1/10/82 to 31/12/82	1/10/83 to 31/12/83	Change
New orders	**3,426**	**3,198**	**– 7%**
Domestic business	1,853	1,700	– 8%
International business	1,573	1,498	– 5%

Sales

First-quarter sales rose 8% worldwide to £2,462m. The increase derived exclusively from German domestic business, which yielded sales of £1,218m or 17% more than for the same period last year. At £1,244m, international sales were roughly on a par with levels a year ago (£1,228m). Above-average growth rates were again recorded in data systems, medical engineering, and components.

in £m	1/10/82 to 31/12/82	1/10/83 to 31/12/83	Change
Sales	**2,269**	**2,462**	**+ 8%**
Domestic business	1,041	1,218	+17%
International business	1,228	1,244	+ 1%

Orders in hand

During the first quarter, orders in hand rose 5% to £15,348m. Inventory stood at £4,949m, 8% above the volume at the start of the financial year. The increase is very largely associated with ongoing power plant projects.

in £m	30/9/83	31/12/83	Change
Orders in hand	**14,566**	**15,348**	**+ 5%**
Inventory	**4,584**	**4,949**	**+ 8%**

Employees

The decline in the number of Siemens employees has slowed appreciably. In the Federal Republic of Germany and Berlin (West), the Siemens work force decreased 1% to 210,000 people. This was primarily because of the contractually scheduled departure of temporarily employed students. Outside Germany, the total number of employees remained unchanged at 101,000. An average of 312,000 people were employed by Siemens worldwide during the period under review, or 2% fewer than a year ago. In contrast, employment cost went up 3% to £1,076m.

in thousands	30/9/83	31/12/83	Change
Employees	**313**	**311**	**– 1%**
Domestic operations	212	210	– 1%
International operations	101	101	0%

	1/10/82 to 31/12/82	1/10/83 to 31/12/83	Change
Average number of employees in thousands	**320**	**312**	**– 2%**
Employment cost in £m	**1,041**	**1,076**	**+ 3%**

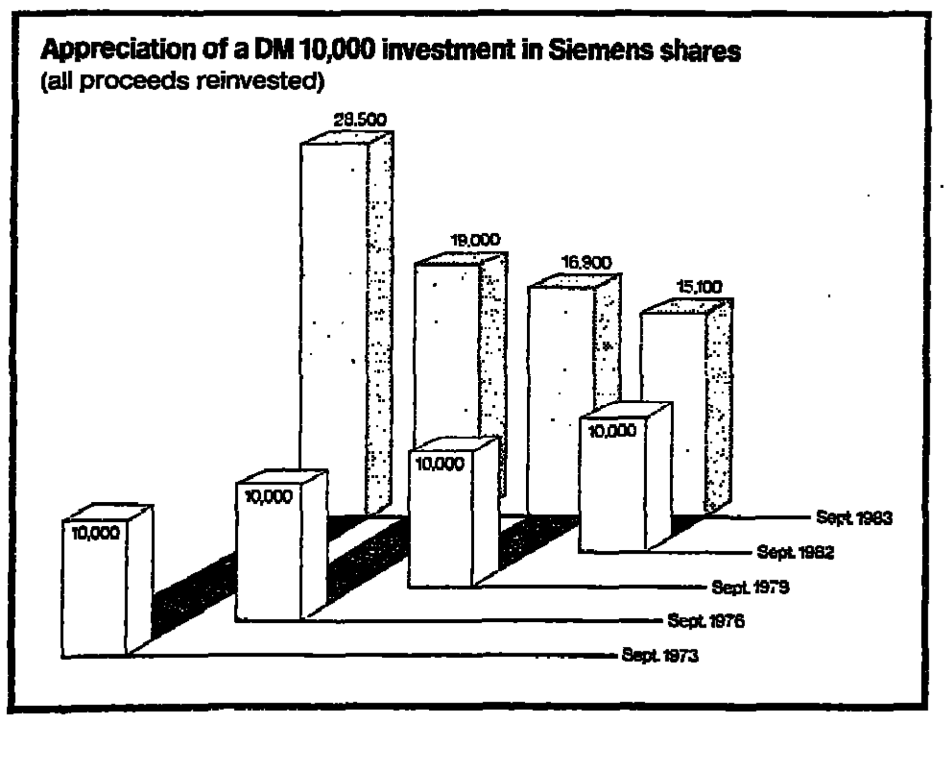
Capital spending and net income

Siemens increased its capital spending a significant 20% during the first quarter, bringing it up to £96m (£80m last year). The emphasis was on the manufacture of new products and the modernization of existing facilities.

Net income after taxes rose to £50m (£41m last year). As a result, the net profit margin attained 2.0% as against 1.8% the year before and was equivalent to the figure for the total financial year ended 30 September 1983.

in £m	1/10/82 to 31/12/82	1/10/83 to 31/12/83	Change
Capital expenditure and investment	**80**	**96**	**+20%**
Net income after taxes	**41**	**50**	
in % of sales	1.8	2.0	

All amounts translated at Frankfurt middle rate on 31 December 1983: £1 = DM 3.940.



Investors' capital almost tripled in ten years

At the end of September 1973 a DM 10,000 investment purchased 46 Siemens shares. Reinvestment of all proceeds from the sale of subscription rights and all dividend income increased the portfolio to 82 Siemens shares in ten years. By that time the market value of the Siemens portfolio, at a price of DM 347.70 per share, totalled DM 28,500. This represents an average appreciation of 11% per year. Assuming that 30% tax, for example, was paid on the dividends, the return on the capital invested would still come to roughly 10% a year. Yields for the other investment periods shown are in some case even higher.

Siemens AG

In Great Britain: Siemens Ltd.

Siemens House, Windmill Road, Sunbury-on-Thames
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UK COMPANY NEWS

Ryan Hotels share placing expands equity base 45%

HAVING JUST returned to profits after three years of losses, Dublin-based **Ryan Hotels** has raised £860,000 (I£1.08m) through a major share issue.

Brokers Fielding Newson-Smith yesterday placed 10.75m ordinary shares at 8p each in a move which increases the issued capital by 45 per cent. Initially, the money raised will be used to reduce the company's borrowing.

In the market the shares fell 2p to 8p.

The placing was announced the day after an abortive attempt by one-time director of a few months' standing, Mr W. F. O'Hara, to oust the existing board and put himself back as a director. A director of Ryan said yesterday that Mr O'Hara spoke for around 12 per cent of the votes, but the proposals were defeated at an extraordinary shareholders' meeting on Wednesday.

A month ago, Ryan reported profits of I£123,833 for the year to October 31 1983, compared to losses of I£394,773 and I£629,213 for 1982 and 1981 respectively.

The directors said yesterday that the turnround had been achieved in the face of very difficult market conditions. Over the past two years redundancy costs of I£498,000 have been incurred, which, together with the trading losses, have significantly reduced the company's capital base.

They now feel that an increase in shareholders' funds "is appropriate."

The statement adds that the recent strengthening of the U.S. dollar against the Irish punt "augers well for Ireland as a tourist location in 1984. Trading in the first months of the current year has been satisfactory but it is still too early to make any meaningful comment on the outcome for the current year."

BOARD MEETINGS

The following companies have notified dates of Board meetings to the Stock Exchange. Such meetings are usually held for the purpose of considering dividends. Official indications are not available as to whether the dividends are interims or finals and the sub-divisions shown below are based mainly on last year's timetable.

TODAY

Finals: Glasgow Stockholders Trust, Hadlond Holdings, Ozalid.

FUTURE DATES

Interims:	
Consolidated Gold Fields	Mar 6
Jackson (William)	Feb 29
Mitchell Cotts	Mar 1
Sharpe (Charles)	Feb 24
Throgmorton Sec Growth Tst	Feb 22
Watsham's	Feb 24
Finals:	
Aeronite	Feb 23
Aidcom International	Feb 21
Bibby (J.)	Mar 20
English and Scottish Investors	Feb 20
TSL Thermal Syndicate	Feb 28
Weber	Feb 22

Alexanders incurs £214,000 loss

FOLLOWING AN increased deficit at halfway, from £57,000 to £91,000, **Alexanders Holdings**, Glasgow-based Ford main dealer, incurred taxable losses of £214,000 for the year ended September 30 1983. This is compared with profits of £154,000 last time. Turnover expanded by some £9m to £52.88m.

Mr J. B. T. Loudon, chairman, says the pre-tax figure was a result of the loss forecast in the Scottish division of Alexanders Contract Rental, together with the loss incurred by Alexanders of Edinburgh.

Steps taken to improve the position at Edinburgh, namely the reduction of overheads and the introduction of a new management structure, took effect prior to the year end and, together with further steps now being taken, "should lead to a substantial improvement in the Edinburgh results for 1984," Mr Loudon states.

During the 12 months to September 30 last the company acquired the Peter Carnie Ford dealership and in November the new dealership at Cumbernauld was opened.

Alexanders also exercised its option to buy the properties leased at Greenock for £85,000. These have recently been valued at £350,000.

Mr Loudon says the directors are planning to offer for sale certain of the company's properties which have become surplus to requirements.

There was no tax, again, extraordinary items took £5,000 (£61,000), and preference dividends £13,000 (same). Losses per 10p share were 0.77p (0.48p earnings) and again there is a one-for-ten scrip proposed.

COMPANY NEWS IN BRIEF

The recently publicised recovery had not, as yet, resulted in any significant improvements in demand from the principal markets in which the **Dobson Park Industries** group operates, Mr J. J. Francis, chairman, told the annual meeting.

Overall progress to date indicated a potential imbalance of performance with a reduced first half against an improved second, he stated.

The expected reduced level of UK mining machinery sales would materialise in the first six months, but would be cushioned by "an appreciable increase" in overseas business. Pressure on margins had intensified but some improvement was becoming evident in the overseas subsidiaries.

In power tools an improvement had been shown and was expected to continue. But the engineering division's figures were reflecting continuing difficulties, particularly in capital goods.

Mr Francis said the ratio of borrowings to shareholders' funds remained modest, taking into account the financing of the recent acquisition of Britains.

* * *

For the six months ended September 30 1983 pre-tax profits of sewing machines and parts concern **Bogod-Pelepah** expanded from £40,000 to £135,000 on turnover of £3.6m, against £3.42m.

For the whole of the previous year profits amounted to £247,944, compared with a depressed £8,698.

Earnings per ordinary 10p share were 0.703p (0.314p) and "A" ordinary 1.406p (0.628p) while the interim dividend is unchanged on both the ordinary and "A" ordinary shares at 0.1p and 0.2p respectively.

* * *

Improved pre-tax profits of £207,000 against £137,000 have been shown by **Elbief** for the six months to the end of October 1983. The directors say that the improvement reflected in sales and earnings for the first half has continued and they are hopeful that it will last for the rest of the financial year.

They point out that the sales increase—from £1.24m to £1.51m—applied to both the handbag frame and photo frame business.

The net interim dividend has been lifted from 0.385p to 0.44p. In the last full year a total of 1.39p was paid from pre-tax profits of £253,000.

The interim payment has been waived by some directors and their associates on 4.7m shares.

Tax for the first half has been estimated at £108,000 before any adjustments.

* * *

Pre-tax profits of some £360,000 are forecast by **Futura Holdings**, for the year ended December 31 1983, compared with £334,848 last time.

The order book, of this footwear manufacturer and distributor, is currently similar to this time last year, the directors state. They add that trading conditions continue difficult.

At the midway stage the company had turned round from a £17,651 loss to a £14,443 profit.

* * *

Directors of **LRC International**, a holding company with interests including health care, household and industrial products and photo-processing, are to exercise a scrip dividend option as regards the interim dividend of 1.15p per 10p share for the year to March 31 1984.

At the annual meeting on September 13 1983, a scheme was approved—in respect of any interim dividend declared before the 1984 meeting—to permit shareholders to receive all or part of their entitlement in the form of new ordinary shares.

* * *

The joint receivers announce that they have instructed Law Agents to petition the Court for the appointment of a liquidator to **Scoteros** in receivership and the following subsidiaries, all in receivership: Parker Animal Feeds, J. Deans and Co, J. Derby and Sons (1960), A. C. Penman, and Wilkie and Paul.

* * *

The directors of **Wolverhampton Steam Laundry** are expecting a recovery—which showed itself in the six months to September 24 1983 by producing taxable profits of £1,096, against a loss of £12,952—to continue in the second half.

Measures taken by the board last year are credited with the turn round. On a turnover of £404,541 (£418,990), the profits were struck after depreciation of £7,430 (£9,130). There was again no tax charge.

INVESTMENT TRUSTS

An effective 46 per cent increase from 87p to 127p in net asset value per 25p share was achieved by **London & Lomond Investment Trust** in the 1983 year.

Gross revenue for the 12 months was higher at £2.51m against £1.71m. After all charges, including tax of £467,461 (£464,836), net revenue was £910,568 (£891,747). The final dividend is lifted from 1.25p, adjusted for a none-for-one scrip issue, to 1.35p for a higher total of 2.2p (2.1p).

Earnings per 25p share were 2.41p (2.36p).

* * *

A near 33 per cent increase in net asset value per 25p ordinary was achieved by **General Funds Investment Trust** in the 12 months to January 15 1984.

The nav on the ordinary increased from 471.21p to 624.71p, and on the 10p convertible it increased by some 37 per cent to 618.46p against 452.36p.

Revenue after tax for the year was £585,811 compared with £544,829. The final dividend is lifted from 5.75p to 6.25p for a higher total of 9p (8.25p).

Dr A. K. Cheetham has been appointed a director.

* * *

Net asset value per 25p share of **Drayton Premier Investment Trust** rose by 102.75p to 437p for the 1983 year.

Revenue after all charges, including tax of £2.09m (2.24m), was £3.46m compared with £3.54m. The final dividend is lifted from 8p to 8.5p making a higher total of 11.5p (11p).

* * *

The net asset value of **Trust of Property Shares** doubled in 1983 to reach 21.98p at December 31, compared with 10.45p the previous year.

Franked investment income was £30,927 (£23,606) and other income produced £5,674 (£17,293), giving total revenue of £36,601 (£40,899). Expenses, including interest, took £7,485 (£9,086), which left revenue before tax of £29,116 (£31,813). The tax charge was £8,642 (£11,350).

The single, final dividend is 0.3333p net, compared with 0.0625p. Last year's total payment of 0.3125p included an interim stock dividend, representing one share in former subsidiary Tops Estates for every 40 shares in the company.

* * *

As forecast, the dividend at **Drayton Japan Trust** is cut from 8.5p to 3p net per share with a final payment of 2p for 1983 — last year's included a 3p special payment. Net asset value at the year end, however, was much higher at 378.5p against 306.5p at June 30 last, and 265.25p a year earlier.

Revenue for the 12 months was much lower at £150,134 (£1.43m) after tax of £731,404 (£1.45m).

During the year a foreign currency loan was fully drawn down under the terms of a facility, as amended, with Samuel Montague, for the yen equivalent of £28m. It was dated January 10 1983, expiring April 30 1984.

* * *

An increase to 126.5p against 98.7p in net asset value per 25p share was achieved by **River and Mercantile Investment Trust** for 1983. At the end of last June the figure stood at 123.9p.

Gross revenue totalled £3.68m compared with £3.31m. Tax took £1.17m, against £957,000, for higher earnings per share of 4.31p (4.04p). The final dividend is lifted from an adjusted 2.8p to 3p giving a higher total of 4.4p (4.125p).

* * *

As at December 31 1983 net asset value per deferred share of the **River Plate and General Investment Trust** amounted to 211.8p, compared with 208.4p at June 30 last and 167.6p a year earlier.

A final dividend of 4.8p (4.6p) lifts the total to 6.2p, against 6p.

Gross revenue was £1.77p (£1.6m) and tax took £513,009 (£466,000). Earnings per 25p deferred share were 6.32p (5.9p).

SECTION III – INTERNATIONAL MARKETS
FINANCIAL TIMES
Friday February 17 1984
00

Indian tea gardens plan production boost, Page 38

WALL STREET

Numerous reasons for caution

WEAK AND unsettled trading persisted in Wall Street stocks yesterday when successive attempts to rally from a dull start quickly brought out fresh sellers. The market took a sudden lurch downwards and although prices quickly rallied there was little sign of any genuine recovery in confidence, *writes Terry Byland in New York.*

At its lowest point the Dow Jones industrial average was more than 10 points down at 1,148.35. But by the close, the fall had been cut to a net 3.77, putting the Dow at 1,154.94.

Favourable news on the progress of the U.S. economy initially bolstered confidence in the stock market but raised once again the spectre of a tightening of credit policies by the Federal Reserve in order to prevent economic overheating.

Additional reason for caution was provided by the announcement, late in the market's day, of the first money supply figures since the Fed's re-introduction of Contemporaneous Reserve Requirements (CRR). Widely ranging forecasts – mostly predicting a substantial rise – circulated round the markets.

The announcements of gains in personal income, industry operating levels and housing starts in January revived fears of a Fed tightening, and bond prices opened lower. Later, prices rallied to stand close to overnight levels.

One of the few bright spots in the stock market was AT&T, trading for the first time solely in its new form, the old stock having finally quit the stage after 84 years, as stockholders receive their new operating company certificates in the mail.

At $16⅞, AT&T headed the active stocks list and gained $⅛.

IBM also managed a minor gain, adding $⅛ to $109¾ after reports that it plans to introduce a portable computer, priced at around $3,000.

Elsewhere, leading stocks were mostly easier as buyers failed to respond to the early morning dip in prices.

American Express, $⅝ down at $28⅜, was above the worst after a fresh bout of weakness.

Gulf Corporation fell $1⅝ to $54 as investors waited for a move from Atlantic Richfield and/or Mr Boone Pickens of Mesa Petroleum.

Trading results from Hewlett Packard left the shares $1¾ down at $36½. Also among the high technology issues, Automated Data gained $¾ to $33½. Unocal, one of the recently favoured bid stocks on the oil sector, gave up $⅝ to $36⅝ as investors turned their attentions elsewhere.

Other dull features included International Paper, $½ down at $51¼. Johnson & Johnson, the pharmaceuticals group, slipped back $¾ to $36¼ in response to its results.

The outlook for credit markets remained unsettled, with some technical analysts warning that the market was repeatedly challenging significant levels on the charts.

The key long bond has its own danger point of 100 which was touched briefly on Tuesday and threatened again yesterday morning when early quotations saw the bond at 100⁷⁄₃₂. Later the 2013 issue bounced up to trade close to the overnight level of 100²²⁄₃₂.

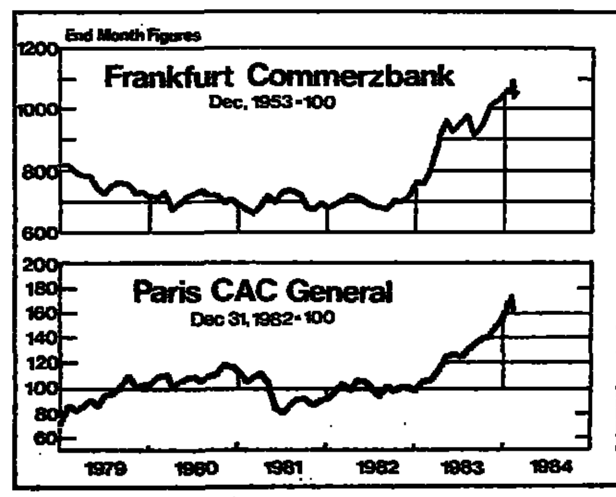
Some analysts still fear a tightening of Federal Reserve policies, especially if the economy shows further signs of rapid growth. Mr Donald Regan's somewhat grudging comment that he was "satisfied with monetary policy" was read as suggesting that no pressures will be put on the Fed to ease credit.

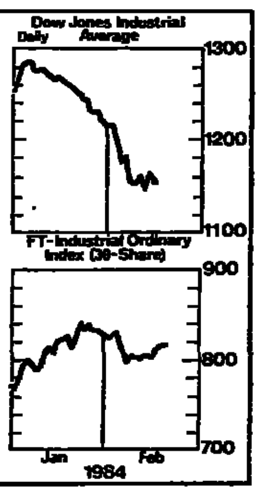
However, some other factors were favourable. An offer of $150m in Philadelphia Electric 14½ per cent debentures sold quickly at par, and First Boston priced an offering of preferred stock of First Chicago at an initial yield of 10.20 per cent. Both seemed to confirm present rates in the credit markets.

At the short end, rates also shuffled nervously before the Federal Reserve helped confidence by buying $350m bills on customer account – timed for after the auction of $8.25bn in one-year bills.

Three-month treasury bills were unchanged at a 9.06 per cent discount and the six-month two basis points higher at 9.18 per cent.

KEY MARKET MONITORS





STOCK MARKET INDICES

	Feb 16	Previous	Year ago
NEW YORK			
DJ Industrials	1154.94	1158.71	1087.43
DJ Transport	509.06	506.75	478.16
DJ Utilities	125.24	125.63	124.08
S&P Composite	156.13	156.25	147.43
LONDON			
FT Ind Ord	817.90	816.60	650.30
FT-A All-share	490.92	489.33	406.37
FT-A 500	525.39	523.12	441.23
FT-A Ind	480.50	478.70	414.23
FT Gold mines	616.50	606.00	721.90
FT Govt secs	82.89	82.77	79.58
TOKYO			
Nikkei-Dow	9897.15	9892.16	8145.41
Tokyo SE	765.72	764.51	590.23
AUSTRALIA			
All Ord.	746.20	742.50	515.20
Metals & Mins.	516.70	512.20	464.10
AUSTRIA			
Credit Aktien	55.56	55.26	48.71
BELGIUM			
Belgian SE	141.24	141.35	106.17
CANADA			
Toronto Composite	2387.00	2391.20	2147.60
Montreal Industrials	417.62	418.56	368.16
Combined	402.44	403.41	355.66
DENMARK			
Copenhagen SE	213.22	211.49	107.57
FRANCE			
CAC Gen	161.80	164.20	105.90
Ind. Tendance	103.50	105.90	109.70
WEST GERMANY			
FAZ-Aktien	356.72	352.32	259.36
Commerzbank	1052.70	1039.80	776.40
HONG KONG			
Hang Seng	1084.06	1090.69	944.32
ITALY			
Banca Comm.	220.64	215.61	205.95
NETHERLANDS			
ANP-CBS Gen	159.50	159.70	112.60
ANP-CBS Ind	131.30	131.30	98.80
NORWAY			
Oslo SE	235.84	237.65	149.66
SINGAPORE			
Straits Times	1051.39	1052.31	811.29
SOUTH AFRICA			
Golds	925.00	907.80	1012.80
Industrials	968.40	968.30	846.20
SPAIN			
Madrid SE	115.69	114.60	102.40
SWEDEN			
J & P	1553.47	1571.38	1175.25
SWITZERLAND			
Swiss Bank Ind	368.60	367.60	307.50
WORLD	Feb 15	Prev	Year ago
Capital Int'l	179.60	178.80	162.60

GOLD (per ounce)

	Feb 16	Prev
London	$384.00	$384.75
Frankfurt	$384.00	$383.125
Zürich	$384.50	$383.25
Paris (fixing)	$383.87	$382.98
Luxembourg (fixing)	$383.35	$383.25
New York (Feb)	$384.40 *	$383.40

* Latest available figure

CURRENCIES

	U.S. DOLLAR		STERLING	
(London)	Feb 16	Previous	Feb 16	Previous
$	–	–	1.4450	1.4425
DM	2.6760	2.6730	3.87	3.8575
Yen	232.85	233.25	336.75	336.75
FFr	8.24	8.23	11.9050	11.87
SwFr	2.195	2.20	3.1750	3.1750
Guilder	3.02	3.02	4.3650	4.3575
Lira	1657.50	1654.00	2394.50	2393.50
BFr	54.78	54.68	79.15	78.90
C$	1.24625	1.24475	1.8010	1.7955

INTEREST RATES

	Feb 16	Prev
Euro-currencies (3-month offered rate)		
£	9⁷⁄₁₆	9⁷⁄₁₆
SwFr	3⁷⁄₁₆	3⁷⁄₁₆
DM	5¹³⁄₁₆	5⅞
FFr	15½	15¾
FT London Interbank fixing (offered rate)		
3-month U.S.$	10	10¹⁄₁₆
6-month U.S.$	10⅛	10³⁄₁₆
U.S. Fed Funds	9⅝	9⅞
U.S. 3-month CDs	9.55	9.55
U.S. 3-month T-bills	9.08	9.05

U.S BONDS

Treasury		Feb 16*		Prev	
		Price	Yield	Price	Yield
10⅝	1986	99²⁴⁄₃₂	10.76	99²⁷⁄₃₂	10.71
11¾	1991	100²⁄₃₂	11.73	100⁶⁄₃₂	11.71
11.75	1993	99¹⁹⁄₃₂	11.83	99²³⁄₃₂	11.79
12	2013	100¹⁵⁄₃₂	11.94	100²¹⁄₃₂	11.92

Corporate	Feb 16		Prev	
AT & T	Price	Yield	Price	Yield
10⅜ June 1990	94⅛	11.70	93½	11.80
3⅞ July 1990	68⅝	10.80	68⅝	10.75
8¾ May 2000	75¾	12.20	75¼	12.30
Xerox				
10⅞ March 1993	92⅜	11.95	92¼	12.05
Diamond Shamrock				
10⅝ May 1993	91⅝	12.15	91⅜	12.20
Federated Dept Stores				
10⅞ May 2013	87½	12.20	86¼	12.35
Abbot Lab				
11.80 Feb 2013	96⅞	12.20	95⅝	12.35
Alcoa				
12¼ Dec 2012	96⅞	12.65	95.413	12.85

FINANCIAL FUTURES

CHICAGO	Latest	High	Low	Prev
U.S. Treasury Bonds (CBT) 8% 32nds of 100%				
March	69–30	70–04	69–26	70–01
U.S. Treasury Bills (IMM) $1m points of 100%				
March	90.90	90.92	90.88	90.92
Certificates of Deposit (IMM) $1m points of 100%				
March	90.31	90.43	90.29	90.32
LONDON				
Three-month Eurodollar $1m points of 100%				
March	90.14	90.18	90.11	90.15
20-year Notional Gilt £50,000 32nds of 100%				
March	108–28	109–00	108–24	108–31

COMMODITIES

(London)	Feb 16	Prev
Silver (spot fixing)	633.65p	627.45p
Copper (cash)	£1005.75	£1000.50
Coffee (March)	£2087.00	£2070.00
Oil (spot Arabian light)	$28.42	$28.42

TOKYO

Margin debt precludes resurgence

TRADING in Tokyo continued to be lacklustre throughout the session yesterday, reflecting the poor overnight performance on Wall Street, *writes Shigeo Nishiwaki of Jiji Press.*

The absence of any strong incentive under the pressure of the high margin debt revived selective buying interest, particularly in high-priced and speculative issues.

The Nikkei-Dow average moved within a narrow range during the session, improving by a marginal 4.99 to 9,897.15 on a light volume of 236.43m shares, up slightly from Wednesday's 206.54m.

Some investors felt the market might have reached a trough, with the index over 300 points off its all-time high of 10,206 on January 28. But conditions were not ripe for any increase in buying as the margin debt stood at an all-time high, and foreign buying was patchy.

In this thin market, high-priced stocks returned to popularity, with Fanuc soaring Y400 to Y10,200, KDD Y510 to Y18,400 and Kyocera Y190 to Y9,950. Investors sought these issues for future profits.

Nissan Chemical proved particularly enticing to investors, turnover leader for the third consecutive day and adding Y19 to Y345 in heavy trading. Investors talked of growing demand for magnetic ferrous oxide for videotape recorders, but in fact the issue was favoured by speculators as margin sales had come close to purchases.

Backing away from stocks eligible for margin trading because of the high margin debt, some investors continued to buy cash stocks – those not eligible for margin trading. Kanto Denka Kogyo rose Y100 to Y1,750, Gun-ei Chemical Y30 to Y1.450 and Katakura Industries Y20 to Y701.

Toshiba remained unchanged at Y388, with foreign selling roughly balanced by trust funds' and industrial corporations' purchases.

Blue-chip issues remained out of favour, with Matsushita Electric Industrial firming Y10 to Y1,800 and Fuji Photo Film Y10 to Y2,120.

The bond market turned higher as a leading securities firm increased bond purchases on the yen's rise against the U.S. dollar. The yield on the benchmark 7.5 per cent long-term government bond due January 1993 slipped to 7.375 per cent from Wednesday's 7.385 per cent.

The market was also bolstered by speculation that the auction of four-year bonds worth Y135bn might bring the yield close to the coupon rate of 6.4 per cent.

AUSTRALIA

REPORTS of an oil flow from the Esso-BHP Wirrah Three well in the Bass Strait took Sydney swiftly higher, reversing the dull trend of morning trading when selling orders were being absorbed.

At the close, the All Ordinaries index was up 3.7 at 746.2 and the All Resources 4.6 ahead at 557.5.

BHP rose 10 cents at A$13.60 and CSR 4 cents to A$3.89.

SOUTH AFRICA

FAIRLY strong demand, mainly from foreign buyers, took gold shares higher in Johannesburg, in line with a slightly firmer world bullion price.

Among heavyweight producers, Driefontein added R2.25 to R43.50. Platinums also attracted fair demand with Impala 40 cents ahead at R17.50 and Rustenburg 30 cents at R14.10.

Mining financials and other minings followed the trend, with Anglo-American adding 10 cents to R22.20, while de Beers was unchanged at R10.10.

Industrials were trendless.

EUROPE

Dollar adds further impetus

THE CONTINUED slide of the dollar against European currencies provided additional impetus to several of the larger markets yesterday.

Leading equities and bonds in **Frankfurt** were inspired by the weaker dollar and widespread gains ensued, with the Commerzbank midsession index rising 12.9 to 1,052.7.

Allianz's DM 18 rise to DM 815 stemmed more, though, from an unchanged DM 10 dividend declaration and the possibility that the insurer is still actively interested in a major U.S. or UK acquisition.

Motors were active again, with Daimler reporting satisfactory 1983 earnings on 2.5 per cent higher group turnover, DM 3.10 higher at DM 587, and BMW DM 7 improved at DM 429.

Philip Holzmann, in constructions, consolidated its recent gains with an additional DM 9.70 rise to DM 449.70 while Hochtief continued to oscillate, with a DM 12 improvement to DM 492. Stores were mixed.

The strength of the D-Mark and a supply shortage encouraged bonds, in some cases ½ point higher at the close. The Bundesbank sold DM 44.2m in paper to steady the market.

Investors in **Amsterdam** appeared disappointed with the overnight slip on Wall Street and early trading was quiet. Interest later focused on insurance issues and selected internationals with the ANP-CBS index, calculated at midsession, 0.2 off at 159.5.

Nat-Ned, poised for a takeover of Amfas, added Fl 3.40 to Fl 219.70, while KLM surrendered some of the previous session's gains with a Fl 2.50 loss to Fl 177.50.

Hoogovens trimmed its losses for the day to 70 cents at Fl 49.20 ex rights. The rights, which opened at Fl 1.55, closed at almost Fl 2.

The bond market overshadowed equities with the success of the World Bank issues encouraging investors into other paper.

The foreign trade surplus, which rose to Fl 800m in December from a Fl 300m surplus a year earlier, was revealed after trading and is expected to inject a measure of strength to the market today.

Factors to affect a broadly lower **Paris** were Wall Street, the rise in the call money rate by ¼ percentage point to 12⅝ per cent, and higher unemployment – 0.8 per cent up, in January.

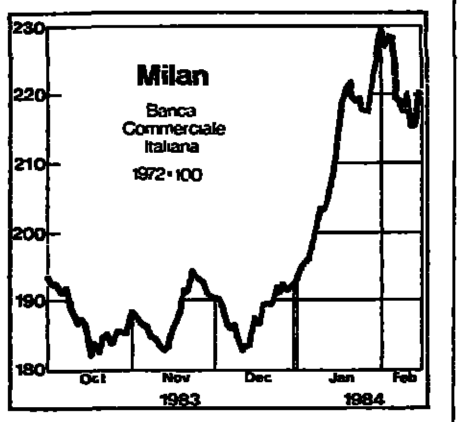
Matra's 30 per cent increase in consolidated profits was considered a disappointing performance by many investors. Shares in Matra came under heavy selling pressure and the stock was not quoted yesterday because of an order imbalance. It closed at FFr 1,922 on Wednesday.

Lafarge Coppée gained FFr 10.50 to FFr 325.50 following results, although Bouygues' surge in 1983 turnover was revealed after trading closed. Bouygues finished FFr 8 off at FFr 674.

Thin quiet trading, which largely ignored Wall Street's overnight performance, emerged in **Zurich.** Blue chips' advances were limited to SwFr 20 on average although Dow Banking was actively traded and finished with a SwFr 70 gain to SwFr 1,110. Some chemical stocks were in demand with Ciba-Geigy SwFr 30 ahead at SwFr 2,270.

The further fall in the dollar exchange rate failed to help Swissair, which closed unchanged at SwFr 1,010. Banks were mixed with Bank Leu edging SwFr 15 higher to SwFr 4,475, while Union Bank at SwFr 3,520 and Crédit Suisse at SwFr 2,335 were marked down SwFr 20 and SwFr 10 respectively. Insurers were largely unchanged.

Bonds were steady with dual currency issues helped by the weaker dollar.



Active trading in **Milan** saw the Banca Commerciale index close 5.03 higher at 220.64 in the face of the cuts in the discount and Lombard rates by 1 percentage point each.

Some caution was evident partly due to the end of the February trading month, the disappointing industrial output figures released on Wednesday and the strikes following the announcement of the Government's incomes policy.

Fiat finished L125 higher at L4,180, although Italcementi was subjected to some profit-taking with a L390 drop to L47,010. Olivetti gained L75 to L4,235.

A small retreat took place in **Brussels** with market leader Petrofina the only active stock, BFr 20 up at BFr 6,810 following a large block trade involving overseas buyers.

Mixed chemicals had UCB BFr 115 lower at BFr 4,760 while Solvay managed a BFr 5 move ahead to BFr 3,745. Following its employee wage accord, Fabrique Nationale improved BFr 20 to BFr 2,220.

Utilities, the sector most sensitive to interest rates, closed mixed following the 1 percentage point rise in the discount rate, which was less than some operators expected but proved sufficient to dissuade many new buyers. The Stock Exchange index fell 0.11 to 141.24.

Foods, properties and chemicals in **Madrid** staged a repeat performance of the previous session's strong gains. Most sectors saw price rises although trading was largely dull.

Electricals and banks also consolidated recent rises while in communications, leader Telefonica rose 0.5 per cent.

Advances outnumbered declines by a margin of three to one, although almost half of the shares traded closed unchanged.

LONDON

Struggle to maintain the upturn

INTERMITTENT bouts of activity flared in some secondary issues in London yesterday, but leading equities struggled to maintain a modest extension of this week's upturn.

At the close, the FT Industrial Ordinary share index was 1.3 higher at 817.9, while the FTSE 100 share index added 2 to 1,035.0.

The recent star performer, TI, succumbed to profit-taking, shedding 4p to 246p, after a low of 242p.

Another engineering major, Metal Box, was rejuvenated by bullish reports following a broker's visit to the company, adding 14p to 344p.

Gilts opened marginally down but after the latest Public Sector Borrowing Requirement figures had been judged satisfactory, they edged firmer to closed around ⅛ higher on the day.

Details, Page 33; Share information service, Pages 36–37

HONG KONG

DISAPPOINTMENT at the outcome of this week's Government land auction contributed to a sharply lower opening in Hong Kong, although a later recovery enabled shares to close mixed.

The Hang Seng index, which fell more than 22 points in the first hour, ended 6.59 down on the day at 1,084.06.

Property issues were generally lower but other leading shares showed only small movements. One feature was Hongkong Telephone, which announced sharply higher profits for 1983 and added 25 cents to HK$45.25.

But the company said that shareholders who had decided to accept the Cable and Wireless offer for their holdings would not be entitled to the final 1983 dividend or a three-for-20 bonus issue.

SINGAPORE

ATTENTION switched from blue chips to small and medium sized issues in Singapore on a day which saw selective buying and profit-taking in active trading.

An expected broad advance, coinciding with the psychologically important final day of lunar new year festivities, failed to materialise and shares ended mixed. The Straits Times index was just 0.92 lower at 1,051.39.

General Corporation was again the most actively traded issue, adding a further 6 cents to $3.16.

CANADA

SHARES turned easier in Toronto after a mixed start, as a strong performance by golds and a less significant rise by metals was more than offset by declines in pipelines, financials and utilities.

The easier trend was mirrored in Montreal, where all of the major stock groupings were marginally lower.

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

12 Month High	12 Month Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
15¼	9⅞	AAR	.44	2.3	23	234	19	18¾	19	-¼
52½	30½	ACF	1.40	3.4	619	234	41⅞	41	41½	-½
18⅞	14⅛	AMF	.50	3.4		1140	14⅝	d14⅛	14½	-¼
41¼	20⅛	AMR Cp			13	6032	29⅞	28¾	29⅞	-⅛
20⅞	16⅝	AMR	pf2.19	11		15	19⅞	19⅝	19¾	-⅛
41½	24⅞	AMR	pf2.13	6.8		110	32	30¾	31¼	-½
26¼	23⅞	ANR	pf2.67	11.		4	24⅝	24⅝	24⅝	
23⅞	20	ANR	pf2.12	10.		160	21¼	21¼	21¼	
16¼	3⅛	APL			16	39	11	10⅞	10⅞	-⅛
65¼	36⅛	ARA	2.05	4.5	10	519	46	45¼	45¾	-⅛
77¼	50¼	ASA	3a	4.9		316	61¼	60⅝	60⅝	
33½	14⅞	AVX	s .32	1.4	23	38	23¼	22¼	22½	-⅝
53½	37½	AbtLab	1	2.2	16	2575	46	45¼	45½	-⅛
30¼	20⅛	AccoW	n .60	2.3	17	93	26¼	26⅛	26⅛	-⅛
27½	17⅛	AcmeC	.40	1.7		17	23¼	23½	23½	-½
13	8⅛	AcmeE	.32b	3.2	63	19	10¼	10	10	-⅛
24¼	9⅝	AdmDg	.04	.3	10	42	12⅞	12⅝	12⅞	+⅛
18⅞	15⅛	AdaEx	2.11e	14		59	15⅝	15½	15⅝	-⅛
19⅞	7⅛	AdmMl	.28	1.7	8	30	16⅝	16½	16½	
18⅝	8⅞	Advest	.12	1.2	9	84	9⅞	9⅝	9⅝	
37½	15½	AMD	s		34	2572	28⅞	27	27⅞	+⅛
24⅛	13	Aerflx	s		13	135	13⅛	d12½	13⅛	+⅛
43½	33⅝	AetnLf	2.64	7.8	9	4668	34⅞	34¼	34⅞	-⅛
65	55¼	AetL	pf5.06e	8.9		408	57	56⅝	56⅞	
40½	24	Ahmns	1.20	4.8	7	1254	26⅞	24½	24¾	-2
7⅛	3	Aileen				97	4¼	4	4⅛	
51	38⅛	AirPrd	1	2.4	11	841	41½	40¾	41⅛	+⅛
30⅞	19	AirbFrt	.60	2.7	14	113	22½	22	22	-⅝
3	1⅛	AlMoa	s		27	199	3	2⅞	3	
28⅞	25	AlaP	pf1.42e	5.3		10	u27	27	27	+½
33½	25⅛	AlaP	pfA3.92	13		5	31	30½	31	
7⅞	6½	AlaP	dpf.87	12		9	7¼	7⅛	7¼	
74½	65⅝	AlaP	pf 9	13		z240	69½	69	69½	+½
99	91	AlaP	pf 11	11		z40	96	96	96	
81½	69	AlaP	pf9.44	13		z30	73	73	73	
71	59	AlaP	pf8.16	13		z190	64	64	64	
24½	15⅞	Alagsco	1.76	8.1	7	8	21¾	21⅛	21⅝	+⅛
18⅞	12½	AlskAir	.14	1.0	10	289	13⅞	13½	13⅞	+¼
19⅝	13⅞	Alberto	.54	3.2	16	3	17	16¾	17	
30¼	20	Albtsn	s .60	2.5	12	67	24½	24	24¼	+½
41⅝	28⅞	Alcan	1.20	3.5	42	1432	34⅞	33¾	34⅛	+⅞
40⅞	27⅞	AlcoStd	1.16	3.5	11	42	33	32¾	32¾	-½
27⅞	19¼	AlexAlx	1	4.8		275	21½	21	21	-⅛
23½	12	Alexdr			20	19	19⅞	19½	19½	-¼
95	53	AllgCo	1.08b	1.7	12	476	63½	63¼	63¼	-⅛
36¼	26⅛	Algint	1.40	5.1		53	27⅞	27⅛	27⅞	-⅛
22⅞	18⅞	Algin	pf2.19	11		35	20⅞	20½	20⅝	+⅛
99	85½	Algi	pfC11.25	12		8	93¼	93	93¼	+¼
29	22⅛	AlgPw	2.60	9.9	7	1506	27⅛	26⅛	26⅞	-⅛
25	16½	AllenG	.50b	2.3		71	21⅞	21⅞	21⅞	
58⅞	34⅝	AldCp	2.40	5.0	9	1863	49¼	47¾	48¼	-1½
68⅞	55⅞	AldCp	pf6.74	11		25	62¼	62	62¼	-⅛
114⅝	99	AldCp	pf 12	11		1	106	106	106	-1½
109⅝	97¼	AldC	pf11.31e	11		50	106¼	106¼	106¼	+¼
13	6⅛	AldPd			10	9	11	11	11	
56½	37⅛	AldStr	2	4.5	8	552	44⅞	44½	44½	-½
19⅞	11⅛	AlisCh				19	14⅝	14½	14⅝	
40	25⅞	AlsCh	pf			5	37½	37½	37½	-⅛
28⅞	22⅛	ALLTL	1.80b	7.7	8	97	23⅞	22⅞	23⅛	+⅛
33⅝	27⅝	ALLT	pf2.06	6.6		1	31	31	31	+½
48⅞	31	Alcoa	1.20	3.1	19	2035	39½	38½	39¼	+⅛
32⅛	22⅞	Amax	.20	.8		506	24⅞	24¼	24⅝	-⅛
32⅞	19	Amrce	.40	1.3	505	41	30⅛	30⅛	30⅛	+⅛
34⅞	20¼	AmHes	1.10	3.7	12	1787	30½	29⅞	30⅛	+¼
150	87¼	AHes	pf3.50	2.7		1	130½	130½	130½	-⅛
3⅛	1½	AmAgr				84	2½	2⅛	2⅛	
20⅝	11½	ABakr				64	15⅞	15⅛	15⅛	+⅛
60½	43⅛	ABrand	3.60	6.4	8	708	56⅛	56½	56⅛	-⅛
28½	25	ABrd	pf2.75	10		3	26⅞	26⅛	26⅛	
63	44	ABrd	pf2.67	4.7		2	56¼	56¼	56¼	-2⅛
69¼	52⅞	ABdcst	1.60	2.9	10	430	54⅞	54¼	54⅜	
30⅛	22	ABldM	.82	3.7	10	8	22¼	22¼	22¼	-⅛

12 Month High	12 Month Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
35½	20⅛	BenfCp	2	6.8	7	96	29½	28¾	29¼	+¼
39½	34½	Benef	pf4.50	12		z2075	36⅞	36½	36½	-½
22½	19	Benef	pf2.50	12		z200	20¾	19¾	20¾	+½
10⅛	5⅛	BengtB	.25e	3.5	10	333	7⅛	7⅛	7⅛	-⅛
8⅛	4⅝	Berkey			29	84	5⅝	5¼	5⅛	
26⅞	13¼	BestP	s		7	3124	14	13⅞	14	+⅛
29½	20⅛	BethStl	.60	2.5		345	24½	24⅛	24¼	-⅛
59⅞	45	BethSt	pf5	9.3		101	53½	53½	53½	-½
29⅛	24⅞	BethSt	pf2.50	9.6		70	26	25⅝	26	+⅛
44⅛	18½	Beverly	.29	1.2	16	245	24	23⅞	23⅞	-⅛
28	18	BigThr	.80	4.3	15	750	19	18⅝	18⅝	-⅛
43½	31⅛	Binney	1.28	4.0	10	22	32¼	31¾	31⅞	+⅛
28⅞	18	BlackD	.52	2.1	24	4019	25	24⅛	24⅛	-⅛
34	18½	BlkHP	s1.68	7.3	7	20	23	22½	22⅞	+⅛
46½	24½	BlairJ	s.56	2.0	12	30	28⅞	28⅛	28⅛	
50	35½	BlckHR	2.08	4.9	11	51	42⅝	42¼	42½	-⅛
41⅛	31⅛	BlueB	2	5.4	10	72	37⅛	37⅛	37⅛	-⅛
49⅞	35	Boeing	1.40	3.2	12	3313	43⅞	43	43⅛	+⅛
47⅞	34½	BoiseC	1.90	5.2	19	548	37½	36½	36¾	-1
58¼	50⅞	BoiseC	pf5	9.5		22	52⅞	52⅝	52⅞	-⅛
30⅝	11¼	BoltBr	s.10	.5	32	53	18⅞	18⅛	18½	-⅛
61	49½	Borden	2.44	4.6	8	146	52¾	52	52½	-¼
27⅛	19⅞	BorgWa	s.84	4.0	10	420	21⅞	21⅛	21⅛	-½
13¼	6⅛	Bormns				74	7⅛	7⅛	7⅛	-¼
29½	25	BosEd	3	11	7	42	26½	26	26¼	
75	67	BosE	pf8.88	13		z180	69¼	69	69	
10⅞	9⅛	BosE	pr1.17	12		14	9½	9⅛	9⅛	
12⅞	10⅞	BosE	pr1.46	12		10	11⅛	11⅛	11⅛	+⅛
36⅝	26½	BrigSt	1.36a	4.5	30	48	30½	30⅛	30⅛	-⅛
47⅞	32¼	BristM	s1.20	2.7	15	1886	43⅞	43¼	43⅞	+⅝
27¼	18	BritPt	1.56e	6.5	9	28	24⅛	24	24⅛	-⅛
11⅛	5⅛	Brock	.10	1.6		56	6⅛	6	6⅛	-⅛
19½	15⅞	Brckwy	1.32	8.4	525	4	15⅞	15⅛	15⅛	+⅛
34⅞	27¼	BkyUG	3	10	7	64	30⅛	30	30	-⅛
34	30½	BkUG	pf3.95	13		7	30⅞	30⅞	30⅞	+⅛
29¼	19¼	BrokF	n .15	.7	13	191	22⅞	22⅛	22⅛	+⅛
20⅞	13⅛	BwnSh	.20	1.1		4	18½	18½	18½	+¼
33⅞	27⅛	BwnGp	s1.28	4.4	9	577	29¼	28⅛	28⅞	-⅛
47⅞	32½	BrwnF	.98	2.8	14	1881	35	32⅞	34½	+⅛
32¼	12⅞	Brnswk	s.60	2.3	9	3586	26⅛	26	26¼	-⅛
60	40	BrushW	.88	1.7	19	577	53⅛	52½	52½	-⅛
18¼	13	BucyEr	.44	2.8		183	15½	15⅛	15½	+⅛
18⅝	16⅛	BunkrH	2.16	12		25	17½	17¼	17½	
43	27⅞	Burlind	1.64	5.4	8	479	31⅛	29⅞	30⅛	-1⅛
109½	66⅞	BrlNth	1.80	2.1	8	990	87⅝	85⅛	87⅛	+1⅛
7¼	5⅛	BrlNo	pf .55	8.0		30	6⅞	6⅞	6⅞	
21½	19⅛	BrlN	pf2.13	10		26	20⅞	20½	20⅛	+⅛
50	47⅛	BrlN	pf1.16e	2.4		1505	48⅞	48⅞	48⅞	+⅛
35½	16	Bundy	.84	4.9	19	98	17⅛	17	17⅛	+⅛
57⅞	43⅞	Burrgh	2.60	5.6	10	658	47⅛	46⅞	46⅞	-⅛
24½	15⅛	Butlrln	.52	3.1	21	81	17½	17	17	-⅛
14¼	7⅛	Buttes			9	23	10⅛	10⅛	10⅛	+⅛

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12 Month High	12 Month Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
40	28⅞	CBIIn	1.40a	4.8	9	25	29⅛	29⅛	29⅛	
81⅛	55	CBS	2.80	4.3	10	281	65½	64⅞	64½	-⅛
11¼	5½	CCX				140	7⅛	7⅛	7⅛	-⅛
51½	39	CIGNA	2.48	6.3	6	1085	39⅞	39	39½	-⅛
30½	26⅛	CIG	pf2.75	10.		15	27⅞	27½	27½	-⅛
13¼	7½	CLC				2	7⅛	7⅛	7½	-⅛
23½	17	CNAFn			7	1473	22⅛	21⅞	22	-⅞
11	9⅛	CNAI	1.20a	12.		37	10⅛	10⅛	10⅛	
42⅞	33⅞	CPCIntl	2.20	5.8	14	165	38½	37½	38	+¼
21½	14⅛	CPNtl	s1.28	8.1	7	29	15⅛	15½	15⅛	
27½	18⅛	CSX	s1.04	4.5	11	1617	22⅞	22¼	22⅞	+⅛
57⅞	24¼	CTS	1.40		17	32	25¼	25¼	25¼	+⅛
23⅛	6⅛	C3Inc	n		9	304	8½	8⅛	8⅛	+⅛
30⅞	24⅛	Cabot	.92	3.7	13	165	24⅞	24⅛	24⅛	-⅛
18⅛	9½	Caesar				356	10⅞	10½	10⅞	+½
28⅛	17¼	Calfdn	.25r	1.1	26	66	22⅞	22	22	-½
23⅛	15⅛	Campl	.40	2.4		78	17	16⅞	17	+⅛
33½	21	CRLK	g.48			411	27½	26⅛	26⅛	+⅛

12 Month High	12 Month Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
56½	24⅝	Merly	s.80	3.0	10	3787	26½	25	26⅛	+⅛
3⅛	2	MesaOf				3482	2⅞	2⅛	2⅞	+⅛
17⅞	10	MesaPt			9	652	15⅛	15	15⅛	
29	22⅞	MesaR	1.61e	6.3		95	25⅞	25⅛	25½	
10½	6	Mesab	.54e	7.1	16	38	7⅞	7½	7½	
9¼	3	vjMestm				15	5⅛	5	5	
57	20⅞	Metrm	s.76	2.1	11	200	36⅞	36¼	36⅞	+⅛
61¼	50	MtE	pfF8.12	16		z700	51½	51	51	-1½
58	46	MtE	pfG7.68	16		z1080	50	50	50	
64	53	MtE	pfH8.32	16		z1900	53½	51½	51½	-⅛
5⅛	3	MexFd	.26e	8.0		304	3⅛	3⅛	3⅛	
26	22⅛	MtCn	pf3.19	13		7	24⅞	24	24	+⅛
14⅛	11½	MichER	1.34	11	9	3	12⅞	12⅞	12⅞	+⅛
12⅛	7⅛	MickB	s.08	.9	11	51	8⅞	8⅛	8½	-⅛
39⅛	22⅞	Micom	2.24	6.6	8	158	34	33⅞	33⅞	-⅛
16⅛	12⅞	MdSUt	1.74	13.	5	2063	13¼	13	13⅛	-⅛
21	15⅛	MidRes	1	5.3		58	18⅞	18⅛	18⅞	+⅛
21⅞	13⅞	MidEng				1451	21½	20⅞	20⅞	+⅛
28	13⅞	MilnrW	s.75	5.4	11	384	14⅞	14	14	-⅛
40⅞	19¼	MinBrd	1.20	4.7		350	25⅛	24⅞	25⅛	+⅛
20	14⅛	MinR	s.36	2.4	17	28	15⅛	15⅛	15⅛	-⅛
90½	74⅛	MMM	3.40	4.4	14	2045	77	76¼	76⅞	-⅛
28	23⅛	MinPL	2.56	9.8	7	204	26⅛	26⅛	26¼	-⅛
41	18⅛	Mirlns	.50	2.3		5114	21½	21	21½	+2⅛
18⅛	14	MoPSv	1.20b	7.0	6	270	17½	17	17⅛	
21¼	18	MoPS	pf2.44	13.		1	19½	19½	19½	
22½	19½	MoPS	pr2.61	12.		1	21	21	21	
35	30⅛	MoPS	pf4.13	13.		1	31½	31½	31½	+½
26⅛	11¼	Mitel				846	11⅞	11½	11⅞	+⅛
34⅞	25½	Mobil	2.20	7.6	8	3437	29½	29⅛	29⅛	
10	2⅛	MobilH				310	2⅞	2⅛	2⅛	-⅛
¼	1-16	MobilH	rt			688	1-16	1-16	1-16	
16⅞	7⅛	ModCpl				95	7½	7⅛	7½	+⅛
25½	15⅛	Mohasc	.16e	8		157	19⅛	19⅛	19⅛	-⅛
18⅞	10	MohkDt			6	201	10⅞	10⅞	10¼	
26¼	20	Monrch	.80	3.8	208	56	21½	21¼	21¼	-⅛
116⅞	79½	Monsan	4.20	4.7	10	798	90¼	89	89½	-1⅛
30¼	26½	MntDU	2.44	8.2	8	146	30	29⅞	29⅞	-¼
30⅛	25⅞	MonPw	2.80a	9.7	7	620	28⅞	28½	28¾	+⅛
18⅛	16⅞	MonSt	1.80a	11		64	17	16⅞	17	+⅛
10½	7	MONY	.80e	9.7	9	71	8⅛	8	8⅛	+⅛
51½	41	MooreC	2	4.8	11	1	40⅛	d40⅛	40⅛	-1⅛
29½	22	MorelA	1.04	4.5	17	88	23	23	23	
27⅞	27	MorM	pf2.50	9.1		5	27⅛	27½	27½	+⅛
18	11	Moran	.12	.8	27	167	14⅞	14⅛	14½	
86¼	62½	Morgan	4	5.4	7	535	74⅞	74¼	74½	-⅛
81	74½	Morgn	pf6.38e	8.2		100	78¼	78⅛	78⅛	+⅛
34½	26¼	MorKnd	1.40	4.8	7	332	29	28⅞	29	-⅛
39⅞	16⅛	MorseS	.80	3.0	18	70	27¼	26⅛	26⅞	+⅛
83⅛	54⅛	Morton	1.76	2.4	13	282	72½	71⅛	72½	+⅛
150	99¼	Motrola	1.60	1.4	19	2376	118⅛	116½	117⅛	-⅞
34¼	16⅞	MtFuel	s1.44	5.5	8	64	26⅛	26⅛	26¼	-⅛
27	14	Muntrd	s.50	2.5	12	17	20¼	20	20¼	-⅛
16⅞	11⅞	Munsng				4	14½	14⅛	14½	-⅛
40⅛	20¼	MurphC	1.28	4.8	8	141	27⅛	26	26½	-⅛
38⅞	20¼	MurpO	1	3.0	9	848	34	33⅛	33¼	+⅛
31¼	20⅛	MurryO	1.20	5.8	6	105	20⅞	d20⅛	20⅞	-⅛
13¼	11⅞	MutOm	1.44e	11		51	13	12⅞	13	+⅛
17⅞	11	MyerL			21	74	12⅞	12½	12⅞	-⅛

N—N—N

12 Month High	12 Month Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
33½	22⅛	NAFCO	.80b	3.2	11	3	24⅛	24⅛	24⅛	
45⅞	29⅛	NBD	2.20	5.2	6	34	42⅞	41⅞	42	
50½	20⅛	NBI			71	468	24⅛	23⅞	24¼	+⅛
21⅛	18½	NCH	.72	4.2	14	1	17⅛	17⅛	17⅛	-⅛
29⅞	20	NCNB	1.12	4.3	7	430	26⅛	26	26¼	
136⅛	100	NCR	3.20	2.8	11	428	113	111⅛	112⅛	-⅛
24½	17⅛	NIInd	n		8	103	17⅛	d16⅛	17⅛	+½
20½	14	NLInd	1	6.7		474	14⅞	14½	14⅞	+⅞
3⅛	1⅝	NMF				404	2	1⅞	1⅞	
46	33½	NatscB	2.48	5.9	9	734	42⅛	42⅛	42⅛	-⅛
37	23½	Nalco	1.20	4.8	14	898	25	24	24⅛	-⅛

Continued on Page 31

AMERICAN STOCK EXCHANGE COMPOSITE CLOSING PRICES

12 Month High	12 Month Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
4⅝	2⅞	AIC Pn				1	2¼	2¼	2⅜	
15¾	15½	ALLab	n			119	15½	15½	15½	−⅛
6⅛	1½	ATI				44	1⅝	1⅝	1⅝	−⅛
12¼	4	AcmePr				10	4	4	4	
19½	12¾	AcmU	s.32	2.1	16	7	15¼	15⅛	15⅛	−⅛
14¼	6¼	Action	s		8	47	11½	11	11⅛	+⅛
12	6⅛	Actons	1t	13.	25	48	7½	7¼	7½	+¼
6½	1½	Actn	wt			17	2⅝	2½	2½	
8	1⅞	AdmRs				14	2⅞	2⅝	2⅝	−⅛
30½	17⅛	AdRusl	s.10	.6	11	18	18	17⅞	18	+⅛
28⅞	15	Adobe	.24	1.2	18	227	19¾	19	19½	
5⅛	2½	AlgaCp			13	77	3⅞	3⅝	3⅝	
7	4	Aeronca			7	38	4⅝	4½	4⅝	−⅛
32½	17⅞	AfilHsp	.40	1.7	10	1	23½	23½	23½	+⅛
45	28¼	AfilPub	.80	2.1	15	20	39	39	39	
17½	8⅛	AlrSix	.06e	.6	8	20	10⅝	10½	10½	−¼
15½	5⅞	AlrExp				156	6¾	6½	6⅝	+½
6⅛	4	Alamc	n		9	79	5	4⅝	5	
23⅛	10⅞	AlbaW	.15e	1.2	7	116	13¼	12⅞	12⅞	−½
14⅞	9	AlmySt		1.4		2	14⅛	14⅛	14⅛	+⅛
10½	5⅜	AlohaA	.48r	5.8		11	8½	8¼	8¼	−¼
28⅞	14⅞	Alphain	.05	.3	19	241	15	d14⅛	14⅝	−⅜
2⅝	1⅛	Altex				42	1⅛	1⅛	1⅛	
11-16	⅛	Altex	wt			80	⅜	¼	⅜	+1-16
37	31	Alcoa	pf3.75	12.		z500	32¼	32	32	−1¼
32½	11⅝	AlzaCp			125	77	14⅜	13¾	13¾	−⅝
29⅝	14⅝	Amdhl	s.20	1.3	17	453	16⅛	15⅝	15⅞	−⅛
25⅛	9⅞	Amedco	.08	.6	17	54	14¼	13⅞	14¼	
7½	4	AmBilt	.15	2.7	15	1	5½	5½	5½	−⅛
9⅝	2⅛	AmCap			129	57	7⅜	7⅛	7⅛	+⅛
39	28¼	AContrl	.92	3.0	9	6	31⅛	31	31	−⅜
44⅞	16⅛	AExp	wt			62	18¼	d15⅞	18	−⅜
12⅞	5⅞	AIsrael			2	110	6	6	6	
19⅝	12⅝	AMzeA	.52	3.2	22	16	16¼	16¼	16¼	
18¼	12⅝	AMzeB	.52	3.2	22	5	16⅜	16¼	16⅜	+⅛
19¼	2⅛	AMBld	s			310	2⅝	2⅞	2⅞	−⅛
38½	27⅛	AMotin	.30	1.0	11	21	30	29½	29⅝	−⅛
8⅝	5⅞	AmPlan				10	7	6⅞	7	
20⅛	11⅝	APrec	.28	1.7	15	9	16⅝	16½	16⅝	
9	5	AmRlty			12	3	6⅞	6⅞	6⅞	−⅛
12⅝	4½	ASciE				x70	5	4⅞	4⅞	+⅛
⅞	3-16	ASci	rt			235	u5-16		9-32	+1-32
11⅞	3⅛	AmWell				16	7½	7¼	7¼	−⅛
6⅛	2⅛	Ampal	n .12	5.3	2	69	2⅜	2¼	2¼	−⅛

Continued on Page 32

NEW YORK STOCK EXCHANGE COMPOSITE CLOSING PRICES

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Sales figures are unofficial. Yearly highs and lows reflect the previous 52 weeks plus the current week, but not the latest trading day. Where a split or stock dividend amounting to 25 per cent or more has been paid, the year's high-low range and dividend are shown for the new stock only. Unless otherwise noted, rates of dividends are annual disbursements based on the latest declaration.

a–dividend also extra(s). b–annual rate of dividend plus stock dividend. c–liquidating dividend. cld–called. d–new yearly low. e–dividend declared or paid in preceding 12 months. g–dividend in Canadian funds, subject to 15% non-residence tax. i–dividend declared after split-up or stock dividend. j–dividend paid this year, omitted, deferred, or no action taken at latest dividend meeting. k–dividend declared or paid this year, an accumulative issue with dividends in arrears. n–new issue in the past 52 weeks. The high-low range begins with the start of trading. nd–next day delivery. P/E–price-earnings ratio. r–dividend declared or paid in preceding 12 months, plus stock dividend. s–stock split. Dividends begins with date of split. sls–sales. t–dividend paid in stock in preceding 12 months, estimated cash value on ex-dividend or ex-distribution date. u–new yearly high. v–trading halted. vi–in bankruptcy or receivership or being reorganised under the Bankruptcy Act, or securities assumed by such companies. wd–when distributed. wi–when issued. ww–with warrants. x–ex-dividend or ex-rights. xdis–ex-distribution. xw–without warrants. y–ex-dividend and sales in full. yld–yield. z–sales in full.

WORLD STOCK MARKETS

CANADA

(Closing Prices) Stock	Feb 16	Varn.
AMCA Int.	23	-
Abitibi	25¾	+ ⅛
Agnico Eagle	16¾	+ ⅛
Alberta Energy	18½	+ ⅛
Alcan Alumn	42¾	- ⅝
Algoma Steel	27¾	- ⅜
Asbestos	9⅝	-
Bk Montreal	26⅝	+ ⅛
Bk Nova Scotia	14	- ⅛
Bell Canada	31	- ⅛
Bombardier A	17	-
Bow Valley	23⅛	- ⅛
B.P.Canada	-	-
Brascan A	37	-
Brinco	2.3	-
B C Forest	12⅛	- ⅜
CIL Inc	30	-
Cadillac Fairv.	10½	+ ⅛
Can Cement	-	-
Can NW Energy	29½	- ¾
Can Packers	27⅞	- ½
Can Trustco	46¼	- ¾
Can Imp Bank	30⅜	- ⅛
Canadian Pacific	45⅞	-
Can. P. Ent.	22½	-
Can Tyre A	11⅝	+ ⅛
Carling O'Kfe	20¼	+ ¼
Chieftain	18	- ⅜
Cominco	56¼	- ⅜
Cons Bathst A	26⅞	-
Coseka Resources	3.95	+ 0.1
Costain	10⅛	- ⅛
Denison Mines	39⅝	- ⅛
Dofasco	19	-
Dome Mines	17	-
Dome Petroleum	4.35	-
Dominion Strs.	19	-
Domtar	32	- ⅛
Falconbridge	62¾	+ ¼
Genstar	25⅜	+ ⅛
Giant Y'knife	24¼	-
Gt West Life	310	+ 35
Gulf Canada	16¾	- ⅛
Hawk Sid Can	17¼	+ ¼
Hudson's Bay	22⅞	-
Husky Oil	10⅛	- ⅛
Imasco	32⅜	- ⅜
Imp Oil A	35½	- ¼
Inco	16⅝	+ ⅛
Indal	11⅜	- ⅜
Interpr Ppe	29¼	- ⅛
LAC Minerals	-	-
Macmil Bloedel	30⅞	+ ⅛
Marks & Spencer	13⅝	-
Massey-Ferg	4.4	- 0.1
McIntyre Mines	36	- ½
Mitel	14⅜	- ⅛
Moore Corp	50¾	- ⅝
Nat. Sea Prods A	8¼	-
Noranda Mines	23⅛	-
Numac Oil	12½	+ ⅛
Nova Alberta	6⅝	-
Ntha Telecom	44⅞	+ 1⅛
Oakwood Pet	8⅝	- ⅛
Pancanadian Pet	23¾	-
Patino	10⅝	+ ⅛
Placer Dev	19¾	-
Power Corp Can	18½	- ⅛
Quebec Sturgeon	8⅜	- ⅛
Ranger Oil	11	- ⅛
Reed Stenhse A	12	-
Rio Algom	16¼	- ⅜
Royal Bank	32¼	- ⅛
Royal Trustco A	26¾	- ½
Sceptre Res	5⅛	+ ⅛
Seagram	41⅞	- ⅜
Simpson Sears A	-	-
Shell Can Oil	24¾	- ⅜
Stelco	27¾	- ½
Tech B	9⅜	-
Texaco (Canada)	38	- ½
Thomson News A	37⅛	- ⅛
Toronto Dom Bank	16	-
Transalta A	21⅝	- ⅛
Trans. Can Ppe	18⅛	+ ⅛
Walker Hiram	25¼	- ⅜
Westcoast Trans	14⅝	- ⅛
Weston (Geo)	85½	- ½

AUSTRIA

Feb. 16	Price Sch%	+ or —
Creditanstalt	216	+2
Goesser	323	......
Interunfall	410	......
Laenderbank	215	+1
Perlmooser	333	+5
Steyr-Daimler	158	+6
Veitscher Mag	210	......

BELGIUM/LUXEMBOURG

Feb. 16	Price Frs.	+ or —
ARBED	1,378	—10
Banq Int A Lux	5,200	......
Bekaert B	3,455	+15
Ciment CBR	2,095	—40
Cockerill	204	+2
Delhaize	5,290	—5
EBES	2,350	—10
Electrobel	6,000	......
Fabrique Nat	2,220	+20
GB Inno BM	3,260	—35
GBL (Brux)	2,385	......
Gevaert	3,000	......
Hoboken	5,200	- 50
Intercom	1,820xr	+15
Kredietbank	6,900	—70
Pan Hldgs.	9,450	......
Petrofina	6,810	+20
Royale Belge	8,200	+10
Soc. Gen. Banq	3,205	—40
Soc. Gen. Belge	1,730	—10
Sofina	5,400	+20
Solvay	3,745	+5
Tractionel	3,300	......
UCB	4,760	—115
Vieille Mont	4,050	—50

DENMARK

Feb. 16	Price Knr %	+ or —
Aarhus Olie	485	+10
Andelsbanken	282	+2
Baltic Skand	705	+25
CopHandelsbank	299	+5
D. Sukkerfab.	800	—10
Danske Bank	344	+15
East Asiatic	213	+10
Forenede Brygg.	1,145	......
Forenede Damp.	163	+4
GNT Hldg.	660	......
I.S.S.B.	665	......
Jyske Bank	685	+20
Novo Ind	2,625	—25
Privatbanken	318	+6
Provinsbanken	355	+10
Smidth (F)	260	+5
Sophus Berend.	1,315	......
Superfos	549	......

FRANCE

Feb. 16	Price Frs.	+ or —
Emprunt 4½% 1973	1,895	—4.9
Emprunt 7% 1973	9,650	—5
CNE 3%	3,359	—1
Air Liquide	519	—6
BIC	406xc	—4
Bouygues	674	—8
BSN Gervais	2,500	—35
CIT-Alcatel	1,375	—55
Carrefour	1,600	—45
Club Mediter'n	774	—4
CFAO	552	—1
Cie Bancaire	446.5	—3.5
Cofimeg	210	—4.5
Creusot Loire	48.1	—2.4
Darty	820	—21
Dumez S.A.	806	—11
Eaux (Cie Gen)	496	—8
Elf-Aquitaine	216.5	—4.5
Gen. Occidentale	608	—11
Imetal	77	—2
Lafarge Coppee.	325.5	+10.5
L'Oreal	3,162	—35
Legrand	1,995	—16
Maisons Phenix	284	—21
Matra S.A	1,922	......
Michelin B	910	—36
Midi (Cie)	1,375	—25
Moet-Hennessy	1,331	—16
Moulinex	95.1	—2.4
Nord Est	50.5	—0.7
Pernod Ricard	684	—17
Perrier	490	—15
Petroles Fra	203	—8
Peugeot S.A.	228.9	—5.1
Poclain	62.5	—2
Printemps Au	140	—8.4
Radiotech	354	—9
Redoute	1,090	—33
Roussel-Uclaf	760	—10
Schneider S.A.	128	—3
Sefimeg	251	+0.3
Skis Rossignol.	1,302	—24
Telemech Elect.	1,520	—30
Thompson (CSF).	305	—20
Valeo	280	—5.5

GERMANY

Feb. 16	Price Dm.	+ or —
AEG-Telef	102	—0.5
Allianz Vers	815	+18
BASF	167.1	+1.1
Bayer	170	+1
Bayer-Hypo	288	+0.5
Bayer-Verein	345	+2
BHF-Bank	290.5	—4.5
BMW	429	+7
Brown Boveri	233	+12
Commerzbank	186.2	+0.2
Cont'l. Gummi	136.5	—0.1
Daimler-Benz	587	+3.1
Degussa	375	+1
Demag	146	......
D'sche Babcoc	170	—2
Deutsche Bank	381.5	+2.5
Dresdner Bankk.	175.5	—1.5
GHH	146	—1
Hochtief	492	+12
Hoechst	181.8	—0.2
Hoesch Werke	123.3	+0.8
Holzmann (P)	449.7	+9.7
Horten	200	—2
Kali und Salz	203	—1
Karstadt	259.5	+2.5
Kaufhof	250.5	+1.5
KHD	251	—1
Kloeckner	63.3	—0.7
Krupp	87	—1
Linde	389	+4
Lufthansa	165.5	+2
MAN	135.5	+2
Mannesmann	147.5	+2
Mercedes Hld.	507	+1
Metallgesell	232	—2
Muench Rueck	1,200	......
Preussag	272	+0.7
Rhein West Elect	184	+1.5
Rosenthal	268	—6
Schering	343	+1
Siemens	397	+4.6
Thyssen	87.1	+1.6
Varta	176	......
Veba	176.6	+4.6
V.E.W	122.3	+0.3
Verein-West	315	—1
Volkswagen	215	+0.2

ITALY

Feb. 16	Price Lire	+ or —
Banca Com'le	35,890	+390
Bastogi IRBS	157.4	+7.0
Centrale	1,602	+48
Credito Varesino	4,719	+269
Fiat	4,180	+125
Finsider	43	+1
Generali Assicur	38,600	+800
Invest	3,160	+60
Italcementi	47,010	—390
Montedison	226	—9.6
Olivetti	4,235	+75
Pirelli Co	3,280	+190
Pirelli Spa	1,800	+48
Snia BPD	1,544	+45
Toro Assic.	13,386	+359
do. Pref.	10,400	+299

NETHERLANDS

Feb. 16	*Price Fls*	*+ or —*
ACF Holding	180	—4
AEGON	130	+1
Ahold	213	—1.6
AKZO	102.7	—1.6
ABN	415	+3
AMEV	158.5	+1.5
AMRO	74.8	......
Bredero Cert	195.5	......
Bos Kalis Westm.	49	—1
Buehrmann-Tet	65.5	+0.5
Calland Hldgs	37.5	......
Credit Lyon'is Bk	58.2	+1
Elsevier-NDU	530	......
Gist. Brocades	151.5	—0.5
Heineken	144	—2
Hoogovens	49.2	—0.7
Hunter Douglas	24.8	—0.1
Int Mueller	36.9	+0.1
KLM	177.5	—2.5
Naarden	43	+0.1
Nat Ned Cert	219.7	+3.4
Ned. Credit Bank	38.7	......
Ned Mid Bank	175	—0.5
Nedlloyd	119.2	—0.8
Oce Grinten	236.5	—3.5
Ommeren (Van)	30	—0.1
Pakhoed	70	+0.2
Philips	42.5	—0.1
Rijn-Schelde	4.5	......
Robeco	328.7	—0.1
Rodamco	132.2	+0.2
Rolinco	313.3	+0.8
Rorento	203	+1.4
Royal Dutch	147.8	—0.8
Unilever	244.5	—2.8
VMF Stork	95.2	—1.3
VNU	149.5	—0.5
West Utr Bank	124	—0.5

NORWAY

Feb. 16	Price Kroner	+ or —
Bergens Bank	155	......
Borregaard	242.5	—2.5
Christiania Bk	157	+2
Den Norsk Credit	180	—1
Elkem	151.5	—2
Norsk Data	270	—2.5
Norsk Hydro	556	+4
Storebrand	199	......

SPAIN

Feb.16	Price Pta%	+ or —
Bco Bilbao	274	+4
Bco Central	327	+2
Bco Exterior	205	+2
Bco Hispano	236	+6
Bco Santander	283	+3
Bco Vizcaya	348	......
Dragados	146	—2
Hidrola	48.2	+0.5
Iberduero	52	+1.8
Petroleos	114.7	+1.7
Telefonica	79	+0.5

SWEDEN

Feb. 16	Price Kronor	+ or —
AGA	395	—3
Alfa-Laval	290	—5
ASEA (Free)	435	......
Astra (Free)	570	—20
Atlas Copco	126	—11
Boliden	422	......
Cardo (Free)	530	......
Cellulosa	185	—2
Electrolux B	277	—3
Ericsson	367	—3
Esselte	336	......
Mo Och Domsjo	455	......
Pharmacia	300	—6
Saab-Scania	368	—2
Sandvik	358	+3
Skandia	420	—3
Skan Enskilda	370	+5
SKF	195	—6
St. Kopparberg	720	+4
Sven Handelsbn.	225	—6
Swedish Match	275	—2
Volvo B (Free)	467	—6

SWITZERLAND

Feb. 16	Price Frs.	+ or —
Alusuisse	875	—1
Bank Leu	4,475	+15
Brown Boveri	1,450	—10
Ciba Geigy	2,270	+30
do. (Part Certs)	1,815	+35
Credit Suisse	2,335	—10
Elektrowatt	2,630	—15
Fischer (Geo.)	675	—5
Genevoise	3,800	......
Hoff-Roche PtCts	111,250	......
Hoff-Roche 1/10	10,125	......
Jacobs Suchard	6,425	......
Jelmoli	1,810	—5
Landis & Gyr	1,490	......
Nestle	4,790	+20
Oer-Buehrle	1,330	......
Pirelli	263	+1
Sandoz (Br)	7,100	—50
Sandoz (PtCts)	1,080	—10
Schindler (PtCts)	540	—5
Swissair	1,010	......
Swiss Bank	340	+1
Swiss Reinsce	7,850	......
Swiss Volksbk	1,470	......
Union Bank	3,520	—20
Winterthur	2,900	......
Zurich Ins	17,400	......

AUSTRALIA

Feb. 16	Price Aust $	+ or —
ANZ Group	5.38	+0.02
Acrow Aust	1.5	......
Alliance Oil D.	0.84	+0.02
Ampol Pet	1.65	......
Aust Cons Ind	1.8	+0.05
Aust. Guarant	2.75	......
Aust. Nat. Inds	2.52	......
Aust. Paper	2.2	+0.02
Bell Group	5.6	+0.2
Bond Corp Hldgs	1.6	......
Boral	3.3	—0.05
B'ville Copper	2.52	—0.02
Brambles Inds	3.15	+0.05
Bridge Oil	3.35	......
BHP	13.6	+0.1
CRA	5.44	+0.04
CSR	3.89	—0.04
Carlton Utd	3.82	......
Castlemaine Tys.	4.26	—0.04
Coles (G.J.)	3.7	+0.05
Comalco "A"	3.15	+0.05
Consolidated Pet	0.95	+0.01
Costain Aust	1.3	......
Dunlop Aust	1.5	—0.03
E.Z. Inds	5.64	—0.02
Elders IXL	4.3	—0.05
Energy Res	1.54	+0.01
Gen Prop Trust	1.9	—0.03
Hardie (J.)	3.4	—0.05
Hartogen Energy	2.68	+0.03
HeraldW'y Times	3.08	—0.02
ICI Aust	2.16	—0.02
Jimb'lana (50cFP	0.36	+0.01
Kiaora Gold	0.16	......
Lend Lease	4.65	—0.05
MIM	3.3	+0.02
Mayne Nickless	2.5	......
Meekatharra	0.9	......
Myer Emp	1.97	—0.01
Nat.Com.Bk	3.62	+0.02
News	11.35	+0.05
Nicholas Kiwi	3.05	+0.05
North Bkn Hill	2.88	+0.08
Oakbridge	0.99	......
Otter Expl.	0.65	—0.01
Pancont'l	1.18	+0.01
Pioneer Conc	1.68	—0.01
Reckitt & Coln	2.7	......
Repco	1.26	—0.02
Santos	7.58	......
Smith (H.)	4.1	+0.05
Southland Min'g.	0.3	......
Spargos Expl	0.45	......
Thos. Natwide	2.2	+0.06
Tooth	6.0	......
UMAL Cons	3.75	+0.1
Vamgas	3.2	—0.05
Western Mining	4.1	+0.05
Westpac	3.73	—0.03
Woodside Pet o	0.99	......
Woolworths	2.6	+0.05
Wormald Intl	3.52	+0.3

HONG KONG

Feb. 16	Price H.K.$	+ or —
Bank East Asia	27	+1.3
Cheung Kong	9.7	—0.15
China Light	13.3	......
Hang Lung Devel	2.3	—0.05
Hang Seng Bank	44	—0.5
HK Electric	6.55	—0.05
HK Kowloon Wh	4.37	+0.02
HK Land	3.85	—0.1
HK Shanghai Bk.	8.7	—0.1
HK Telephone	45.25	+0.25
Hutchison Wpa	17.5	......
Jardine Math	13.1	+0.1
New World Dev	3.62	—0.08
Orient O'seas	2.62	—0.03
O'seas Trust Bk	3.5	......
SHK Props	6.95	—0.05
Swire Pac A	18.1	—0.1
Wheel'k Mard A	3.72	—0.03
Wheel'k M'time	2.00	+0.15
World Int. Hldgs	2.47	+0.1

JAPAN

Feb. 16	Price Yen	+ or —
Ajinomoto	991	—8
Alps Electric	2,610	+40
Amada	1,130	+40
Asahi Chem	411	—3
Asahi Glass	666	—8
Bridgestone	550	—8
Canon	1,470	+20
Casio Comp	1,440	+10
Chugai Pharm	999	+19
Citizen	609	—6
Daiei	684	+1
Dai Nippon Ptg	911	+14
Daiwa House	527	+12
Ebara	340	—2
Eisai	1,210	......
Fanuc	10,200	+400
Fuji Bank	748	—1
Fuji Film	2,120	+10
Fujisawa	820	—3
Fujitsu	1,320	+10
Green Cross	1,500	—30
Hasegawa	395	—4
Heiwa Real Est	607	—2
Hitachi	840	+7
Hitachi Credit	1,400	—60
Honda	1,000	—20
House Food	791	—9
Hoya	1,540	+30
Itoh (C)	300	+2
Ito-Yokado	1,840	+70
Iwatsu	2,000	—30
JACCS	366	+1
JAL	3,100	+20
Jusco	790	—53
Kajima	301	+1
Kao Soap	660	—12
Kashiyama	621	+2
Kirin	548	+8
Kokuyo	1,020	+30
Komatsu	480	—1

JAPAN (continued)

Feb. 16	Price Yen	+ or —
Konishiroku	670	......
Kubota	318	—1
Kumagai	443	—7
Kyoto Ceramic	9,950	+190
Maeda Const	490	—3
Makino Milling	1,290	—10
Makita	1,080	—110
Marubeni	273	+1
Marudai	635	—2
Marui	1,150	+10
MEI	1,800	+10
M'ta Elec Works	655	—1
M'bishi Bank	741	—1
M'bishi Corp	530	+5
M'bishi Elec	394	+1
M'bishi Estate	448	—2
MHI	238	......
Mitsui Co	338	......
Mitsui Estate	690	......
Mitsukoshi	365	+2
NGK Insulators	653	—17
Nihon Cement	203	+1
Nippon Denso	1,420	—20
Nippon Elect	1,400	......
Nippon Express	286	—1
Nippon Gakki	631	+1
Nippon Kokan	141	—1
Nippon Oil	990	—5
Nippon Seiko	562	—7
Nippon Shimpan	718	—12
Nippon Steel	167	+5
Nippon Suisan	313	—4
NTV	9,580	—80
Nippon Yusen	241	—2
Nissan Motor	715	—10
Nisshin Flour	433	—7
Nisshin Steel	165	—6
Nomura	739	+9
Olympus	981	—29
Omron Tateisi	1,870	......
Orient Leasing	2,830	—10
Pioneer	3,370	+100
Renown	661	+10
Ricoh	991	—4
Sankyo	660	—6
Sanyo Elect.	517	......
Sapporo	387	......
Sekisui Prefab	555	+5
Seven-Eleven	8,200	+270
Sharp	1,230	—30
Shimadzu	538	—3
Shionogi	721	—6
Shiseido	980	+15
Sony	3,520	+40
Stanley	742	+10
S'tomo Elect	630	—9
S'tomo Marine	293	—5
S'tomo Metal	158	—1
Taihei Dengyo	530	—15
Taisei Corp	216	......
Taisho Pharm.	929	—11
Takeda	718	—3
TDK	6,440	—30
Teijin	346	—10
Teikoku Oil	680	+3
Tokyo Marine	542	—3
TBS	723	+3
Tokyo Elect Pwr.	1,330	—20
Tokyo Gas	177	—3
Tokyo Sanyo	664	—6
Tokyo Style	951	—1
Tokyu Corp	327	—6
Toppan Print	654	—9
Toray	396	+9
Toshiba Elect	388	......
TOTO	555	+8
Toyo Seikan	702	+2
Toyota Motor	1,300	—10
Victor	3,060	......
Wacoal	708	—2
Yamaha	630	+34
Yamanouchi	1,330	—10
Yamazaki	745	—4
Yasuda Fire	262	+1
Yokogawa Bdge.	437	+5

SINGAPORE

Feb. 16	Price $	+ or —
Boustead Hldgs.	2.97	+0.06
Cold Storage	4.72	—0.02
DBS	9.9	......
Fraser & Neave	6.5	+0.05
Genting	5.9	......
Haw Par. Bros	2.69	......
Inchcape Bhd.	2.89	—0.01
Keppel Shipyard	3.48	—0.02
Malay Banking	10	—0.1
Malay Brew	6.55	—0.05
Multi Purpose	2.12	—0.02
OCBC	11.3	+0.1
OUB	4.56	......
Sime Darby	2.72	—0.04
Straits St'mship.	1.78	+0.01
Straits Trdg	5.75	......
UOB	5.65	......

SOUTH AFRICA

Feb. 16	*Price Rand*	*+ or —*
Abercom	2.80	......
AE & Cl.	8.35	—0.05
Anglo Am Coal	24	......
Anglo Am Corp	22.2	+0.1
Anglo Am Gold	138	+2
Barclays Bank	19.8	+0.2
Barlow Rand	13.75	......
Buffels	69	+0.5
CNA Gallo	2.8	......
Currie Finance	4.70	+0.05
De Beers	10.1	......
Driefontein	43.50	+2.25
FS Geduld	48.5	+0.5
Gold Fields S.A	27	+0.5
Highveld Steel	5.8	......
Nedbank	15.50	—0.35
OK Bazaars	18.5	......
Protea Hldgs	3.5	......
Rembrandt	23.25	......
Rennies	14.25	+0.5
Rust. Plat	14.1	+0.3
Sage Hldgs	7	+0.15
SA Brews	7.0	—0.5
Smith (C.G.)	23.75	......
Tongaat Huletts.	11.5	......
Unisec	5.10	+0.05

NOTES — Prices on this page are as quoted on the individual exchanges and are last traded prices. ≴ Dealings suspended. xd Ex dividend. xc Ex scrip issue. xr Ex rights. xa Ex all.

OVER-THE-COUNTER Nasdaq National Market closing prices

Stock	Sales (Hnds)	High	Low	Last	Chng
AFG s	153	18½	17¾	18	-¼
AGS	60	23¼	22¼	22½	-⅛
AIA	120	6⅞	6½	6⅝	+⅛
ASK C s	6	15	15	15	
Aamrl s	12	16½	16	16	-½
Acadn s	134	12⅞	12½	12½	-⅛
Acetn .35e	13	11½	11½	11½	
AcuRay .15	97	17	16¾	16¾	-¼
AdacLb	421	6⅝	6¼	6½	-¼
Adage s	152	11½	10¾	10¾	-¼
AdvCir	88	6⅞	6⅛	6½	-⅛
AdvSy s	18	16	15½	16	-½
AirBsn s .80	4	15½	15½	15½	
AgcyRt	72	22½	21¾	22¼	-⅛
AirWisc	120	14½	14¼	14½	+¼
AlexBld 2.40	42	55	53¼	54	-1½
Algorex	5	25¾	25¼	25¾	
AllegB s .40	111	16½	15¾	15¾	-¾
AlsBn s .76	175	23½	22⅞	22⅞	-⅜
Altos	535	11¼	9½	9¾	-1¼
Amarx h	51	3-16	⅛	⅛	
Amrst s .40	2208	22¼	21¼	22	
AWAir	174	10¾	10¼	10⅜	
ABnkr .50b	156	12¾	12½	12⅝	-⅛
ACarr s	25	16	15¾	15½	-½
AFletch 1.40	54	30½	30¼	30½	-¼
AGreet .42	700	23⅝	23⅜	23⅝	-⅛
AIntLf s .10	502	11¾	11½	11¾	-⅛
AInGo s .44	1503	59	57½	58	-¼
AMS	25	19¼	16¾	16¾	-¾
ANtIns .56	31	22⅝	22¼	22¼	+⅛
AQuasr	253	6⅝	6⅜	6⅜	-⅛
AmSoft	42	15¾	15¼	15¼	
ASur s	315	4⅝	4⅛	4⅛	-⅛
ASurg	866	3¾	3⅝	3	
Amgen	158	6⅝	6¼	6⅛	-½
Anacmp .10	2	11⅛	11⅛	11⅛	-¼
Andgc s	175	23½	22	22	
Anaryl s	332	9½	8½	8¾	-¼
Andrsn	261	9⅞	9⅝	9⅝	
Andrew	60	35	34½	34½	-½
Andros	90	9⅝	9	9½	+½
Apogee s .12	123	11⅞	10¾	10¾	-⅝
ApolleC	272	29	28¼	28½	
AppleC	4685	25½	24½	25¼	+¼
ApldMt	145	29½	29	29½	+½
ApcSv s	95	15¼	15½	15¼	-¼
ArizB .80b	87	18½	18	18½	+⅛
Artec	359	7	6¾	6¾	-¼
AsdHt s .12	25	13¾	12½	12⅝	-⅛
Astrosy	167	7⅝	7½	7⅝	-⅛
AtlnB s .90	58	24½	24¼	24½	-⅛
AtlanR s	1	26	26	26	
AtSeAir	118	10	9¼	9½	-½
Austron	131	5⅛	4⅞	5	+⅛
AtwdOc	33	17¼	16½	17¼	+¼
AuTrT	43	19	18¾	18½	-¼
Autmtx	141	16¾	16	16¾	-½
Auxton s	47	13¼	13	13	+¼
AvntGr	23	18	18	18	
Avntek	961	20½	19⅝	19⅝	-⅜
Avatar	240	14½	14¼	14½	
AztcM .20	2	9⅛	9	9⅛	
Aztech t	23	3½	3½	3½	
B—B					
BPI Sy s	141	7¾	7½	7½	
BRCom	13	18½	17¾	17¾	-¼
Bncomo 1	78	30¼	30	30	-¼
BcoHw 1.24	10	23½	23¼	23¼	+¼
Bancrec	6	11	11	11	-¼
BangH 1.60	71	13	12¾	12¾	-⅛
BkNE 2.60	19	47¼	46¾	46¾	-½
Banta s .56	7	18½	18½	18½	-½
BasAm	64	11⅝	11	11⅛	-⅛
BassiF s .60a	75	38	37½	37¾	-¼
BastW .60e	12	30	29½	30	
BayBks 2	24	36½	35⅞	35⅞	
BeltNt s	153	14	12¾	13½	+½
BetzLb 1	653	30	29	29	-¾
BevHS s	619	26½	25¼	26¼	+1
Big B s	71	11½	11¼	11½	
BigSite	359	2⅜	2⅛	2⅛	+⅛
Bilings	280	12½	10½	10½	-1½
BioRes	73	11¾	11½	11½	
Biochm	95	3⅛	3	3⅛	
Biogen	40	12½	11¾	11¾	
Biosrc	6	6¼	6	6⅛	
Birdinc	202	10¼	9⅞	9⅞	-⅛
BishG s	10	9¾	8¾	9¼	-¾
Bliss s t	925	3¼	3	3⅛	+¼
BobEv s .25	447	19½	18½	18½	-⅛
BstnDig	2	12¼	12¼	12¼	-⅛
BraeCp	16	12½	11½	12	-½
Brenco .24	149	7½	7¼	7½	-⅛
BrstC s	13	12¼	12½	12¼	+¼
BrwTom	403	5½	5¼	5½	+⅛
Bruno .24	99	14⅝	14½	14¾	+¼
BurrCs	123	19½	19	19½	
Brnhm s .06e	54	15½	14½	14¾	-½
BMA 1.94	13	38¼	38¼	38¼	
C—C					
C COR	90	9½	8¾	9	-½
CP Rh s	373	13	12½	13	
CBT 1.64	13	28¾	28¾	28½	
CFS s .40	74	23⅜	23	23⅜	
CGA C	708	10	9⅝	9⅞	
CPI	219	22½	21½	22¼	+¼
CPT	1356	13	11¾	12⅛	-⅞
Cache t	354	7½	7⅜	7⅜	-⅛
CACI s	97	7⅛	6⅞	6⅞	
Calfed	932	17½	16½	16⅝	-1
Calpro	4	6¼	6	6	
CalMic s	105	15¼	14¾	15¼	+½
CallonP	155	7¼	7⅛	7½	-¼
Calny s .16	28	9	8¾	9	-½
CareEn	57	9¼	9	9	-½
Carolin	59	8	7⅞	7⅞	+¼
CntrBc 1.80	1060	25¼	24¾	25¼	+¼
Cencor	65	13¾	13½	13½	-¼
Centran .40	42	22½	22½	22½	
CenpA s .10	14	9½	9¼	9½	+¼
Cetus	309	11⅛	10¾	10⅞	-⅛
CharRv .48	4	40	40	40	-¼
ChmS .25	607	17	16¾	16¾	-¼
ChkPnt s	5	12¼	12¼	12¼	+¼
ChiTch	14	7	6¾	7	+½
ChLwn s .32	55	25¾	25	25¾	+¼
Chemex	98	5¼	5½	5½	+¼
ChiChi s	3450	19	17	17⅞	-1¼
Chomer	28	16¼	16½	16¾	+¼
Chronr s	88	17	15⅞	16½	+⅞
Chubb 3.12	199	64½	64¼	64½	-⅛
Chym s .06i	125	14¾	14	14¼	
Cintas	1	21	21	21	
Cipher s	403	17	16½	16¾	
CtzSGa .64	257	15¼	14¾	14¾	-⅛
CtzFid 1.38	57	30	29¾	29¾	-¼
CtzUt A t	101	27¾	26¾	27¾	+1¼
CtzUt B 1.80	7	25	24¾	25	+¼
CityFd s .05e	499	10⅛	9¾	9¾	-⅛
Clark s .80	149	25⅛	25	25¼	-¼
ClayHo	35	11¾	11½	11½	-⅛
Cobel s	23	13	12⅞	13	+¼
Coeur t	184	20½	20	20	
Cogenc	288	4⅛	3⅞	3¾	
Cohrnt s	155	18¼	17¾	17¾	-½
ColabR	490	6⅝	6¼	6⅝	+¼
Colagen	33	10½	10¼	10¼	-⅛
Collins	99	6¼	6	6⅛	+⅛
ColLfAc .84	12	24½	24½	24½	
ColrTle	48	15⅛	15	15	
ColoNB .80	603	21¾	21⅛	21⅛	
Comair	39	12¼	11¾	12	+⅛
Comcst .16	55	19¾	18¾	18¾	-¼
Cmdta s .12	604	18⅞	17½	17¼	-¼
Comdial	1021	8	7⅞	8	
CmceU .80	3	23	22¾	23	+¼
CmShr .50b	1	15	15	15	-⅛
ComAm	290	5⅞	5⅝	5¾	+⅛
Comind .34	387	19½	18½	18¾	-¼
ComSy s	45	16	15¼	15¾	+½
Compaq	3535	8	7	7⅞	-⅞
CompC .32	860	19⅞	19	19½	+⅜
Compcp	194	3⅞	3¾	3½	
Compus	160	4¾	4½	4⅝	
CCTC	83	14½	14	14½	
CmpA s	18	20¾	19¾	19¾	-¾
CptAut	15	8½	8¼	8¼	+½
CmpCn .08	123	11¾	11	11¼	+¼
vjCmpD	181	1-16	⅛	⅛-1	-16
CmpH s	81	11½	11	11¼	
CmpM s	333	6½	6	6⅜	+⅛
CmpLR .12	63	18	17½	17½	-½
CmpPd	166	14½	14¼	14½	+⅛
CmTk s .05	39	13½	13	13½	+½
CptUs s	160	7⅛	5½	7	+1
Cmputn	88	6½	6¼	6½	-⅛
Cmsrve	102	6	5⅞	5⅞	+⅛
Comshr	1177	9	8½	8⅝	-⅛
Cmpshp	36	8⅝	8¼	8¼	-⅛
Comtch	400	4⅝	4¼	4¼	-⅛
Concpt	1256	9⅝	9	9⅝	+⅛
CnCap 3.36	179	28	27¼	27¼	+¼
CnCapS 3.36	122	27¼	27¼	27¼	-½
ConPap 2.20	171	50½	50¼	50¼	
Consul	200	11½	11	11½	+¼
Cntinf s	65	7	6¾	7	+¼
CtLasr	51	9	8¾	9	+¼
Convgt	5738	18⅞	17⅝	18⅝	+⅞
Convrse	146	17¼	16½	16¾	
Coors B .40	2768	19⅝	17¼	17¼	-2¼
Corcm s	5	10¾	10¾	10¾	-½
Cordis s	200	18¾	17¾	18	
CoreSt s 1.88	105	31⅞	31½	31½	-¼
Corvus	154	7	6⅞	6⅞	
Cosmo	135	14	13¾	14	+½
CrmeC	286	10¼	10⅛	10¼	+¼
Cronus	97	11¾	11	11½	+¼
CrosTr .80	430	25⅞	23⅝	25	+1⅜
CwnBk	9	14½	14½	14½	
CullnFr .94	20	31¼	31	31¼	-⅛
Culum s .56	53	13¼	12¾	13	-¼
Cycare	6	17¾	17¾	17¾	+½
D—D					
DBA s	36	10⅜	10	10¼	+¼
DaisySy	720	24¾	24¼	24½	-¼
DmnBio	138	8¼	7¼	7¼	-½
DartDg .13	5	57	57	57	-3
Datcrd .24	35	13½	13⅛	13⅛	
DtaDs s .24	53	13¾	13½	13½	
Dta IO s	847	13	12¾	13	+¼
DtSwtc s	158	23	21	22	-1
Datscp	22	13½	13	13	
Datum	441	6½	6⅛	6¼	-¼
Dawson	109	9⅝	9¼	9¼	-⅛
DebShp	204	15¼	14½	14½	-¾
DecisD	68	9¼	9	9	
DekalbA .72	402	25⅛	24½	25	+½
DeltaDr .03e	122	4⅛	4⅛	4⅛	-⅛
Denelcr	71	8	7¾	7⅞	
DentM s	193	8¼	7¾	8	
DiagDt	46	4⅛	3⅞	4⅛	
DiagP s	437	9¾	9½	9½	-½
Diasonc	868	6⅛	5⅞	6	
Dicmd s	21	11	10¾	11	
Diglog	76	6¾	6⅛	6½	+⅛
DigtCm	39	24	23¾	24	
DigtS s	2067	23¾	22½	23½	+½
Dionex	3	23½	23	23	-¼
DistLog	77	10¾	10⅛	10⅞	+⅝
Dvrfood	347	14⅞	14⅝	14¾	
DocuOi	723	11¼	9½	10	-1½
DolrGn s .16	539	11½	11⅛	11¼	-¼
DomBs 1.08	34	22	21⅞	21⅞	
DoylDB .88	242	16	15¾	16	+¼
Drexlr	835	14¼	13	13¼	+¼
DreyG s	29	18½	18	18	+⅛
DuckAl .40	19	21¼	21¼	21½	+½
DunkD .28	127	19½	19¼	19⅜	-⅛
Durrn .56	x117	13½	13¼	13¼	-⅛
DurFil .14	17	15	14½	14½	-½
Dymscn t	84	8⅞	8½	8½	-⅛
Dyntch	193	23¼	21⅞	22¼	-1
Dysan	596	16½	15½	16¼	-¼
E—E					
EH Int	4	3⅛	2⅞	3⅛	
EaglCpt	88	6¼	6	6¼	
EconLb 1.04	102	23½	23¼	23½	+¼
ECmp s .05i	25	10¼	9¾	9¾	-⅛
ElPas 1.40	567	12⅞	12⅝	12⅝	-⅛
ElanCp	23	10	9¾	10	+¼
ElcBio s	170	8¼	7¾	8¼	
ElCath s	62	11¾	11¼	11¼	
ElsNucl	133	8¾	8¼	8¼	
ElcRnt s	65	16¼	15½	16¼	+½
ElMod	78	14¼	13	13½	-½
ElctMs	1	10	10	10	
Elecsp s .08	318	17¼	16½	16¾	
Elscint	853	16	15½	15¾	
Emulx s	91	37	35½	36	-¼
Endta	49	11½	10¾	10½	-¼
EngConv	129	35½	34	35¼	+1¼
EngRsv	97	7½	7	7¼	+⅛
EnzBl s	402	17¼	15¾	16¾	-½
EqtOil .20	165	8	7½	7½	-½
EvnSut	200	19¾	18¾	19¼	-¼
ExcelT	29	4⅛	4	4⅛	
F—F					
FMI	345	6½	6¼	6⅜	-⅛
FrmF s	136	14½	13¾	14⅛	
FrmG 1.52	2821	41⅛	40⅞	41	-⅛
Ferofu	105	8¼	7⅞	8⅛	+¼
Fidlcr 2.20	244	39¼	39⅛	39⅛	
Figgie .68	227	23	22¾	23	
Fingrmx	1124	6⅛	5¾	5⅞	-½
Finigan	56	8	7¾	7½	-½
FtAlaBk 2	151	36	35½	36	+¼
FtATnn 1	70	20¼	20	20¼	+⅛
FtBkSy 2.96	468	52¼	52	52½	+¼
FCtyFn .44	33	5¾	5½	5¾	+¼
FtColF	1	14¾	14¾	14¾	
FDataR	69	12	11¾	12	+¼
FExec s	2228	12¼	12½	12⅝	-¼
FtFdAz	104	12⅞	12½	12½	-⅛
FtFBk .36	118	18¾	18½	18¼	+¼
FJerNtl 1.80	122	25½	24¾	25⅞	+⅝
FRBGa .80	41	26⅝	26¼	26¼	
FSvWis	11	12	11½	12	+¼
FtUnCp 1.36	238	39½	38⅞	39¼	+⅜
Flxstl s .40	30	13¾	13¼	13¼	-½
FlaFdl	352	15¾	14⅝	15	-¾
FlaNFl .96	148	39	38½	39	+½
Flurocb .16	8	13⅞	13⅞	13⅞	
Fonar	176	5	4¾	4⅞	
ForestO t	49	24½	24¼	24½	+¼
FortnS	1114	5	4¾	4⅞	-⅛
Forum s .06b	300	5¾	5½	5⅝	
FostM s	560	10	9¾	9¾	
Foxmyr	68	22¼	22¼	22¼	-½
Fremnt .48	3457	13½	10⅞	12	-1⅝
FullHB .56	140	30⅞	30⅛	30½	-⅝
G—G					
GTS t	102	11⅛	10⅞	11	-¼
Galileo	3	11½	11½	11½	
Garcia	744	6½	5¾	6⅛	-⅜
Gentch s	385	33½	31½	31½	-1½
GnAut	82	11⅛	10½	10¼	-⅜
GnHme	39	9½	9¼	9½	+¼
GnMicr .10	12	14¼	14¼	14¼	
GenetE	38	4⅛	4	4	
GenetL	36	6	5½	6	+¼
GenetS	391	7	6⅞	7	
Genex	208	13¼	12¾	13⅛	+⅛
GerSv	1354	25⅝	24½	25	-⅞
GibsnG .07e	325	20¼	19¼	19½	
GdTaco	148	5⅜	5¼	5⅜	+⅛
GouldP .68	11	18¼	17¾	17¾	-1½
Granre	39	8	7⅞	8	+¼
GrphSc s	1361	6¼	6	6⅛	
GtAFst	337	11⅝	11¼	11⅝	+⅛
GtOutd	233	11¼	10¾	10¾	-½
GBayCs	157	22½	21	22	+2
H—H					
HBO s .10	384	26¾	26¼	26½	
HCC .06e	1	11	11	11	
Hadson	76	4¼	4⅛	4¼	
HamiPt .10	232	15½	15	15½	+¼
HarpGp .30	147	30	28¾	29½	+1
HlthCr s .18b	23	13	12½	12½	-¼
Hithdy s	1274	11¼	10⅝	11	-⅛
HechB s .10	103	17	16½	16¾	
HechgA .14	186	16¾	16	16½	-¼
HelenT s	232	9	8¾	8⅞	+⅛
Helion	39	17⅞	17¼	17¼	-¼
Helio wt	9	12	11¾	11¾	-½
Helix	5	19½	19½	19½	-½
Hogan s	416	15	14¾	14¾	+¼
HmeDp s	839	19½	18	18½	-⅛
HmFSD	197	14¾	14	14	-⅛
HomeHl	337	7	6⅞	6⅞	+⅛
Honind .56	33	20¼	20	20¼	+½
Hoover 1	128	21½	21	21½	-½
HwBNJ	986	15	14¼	14⅞	+⅛
HughS s .28	1	20	20	20	+½
HungTg	222	8¼	7¾	8	
HntgBn .48b	19	30½	30¼	30¼	-¼
Hybrtc	115	16¾	16	16¼	
HydeA s	10	8½	8¼	8½	-¼
Hyster 1	114	68¾	68½	68¾	+½
HytekM	5	9¾	9¾	9¾	
I—I					
IMS Int .24	29	24½	24	24	-½
IPL Sy	15	5	4⅞	5	+⅛
ISC	232	11⅞	11⅛	11¼	-⅛
Icot	253	3¾	3½	3½	-¼
Imuno	50	4½	4	4½	+¼
Impell .40	30	16	15½	16	+¼
IndnaN 1.30	6	24¼	24¼	24¼	+¼
InfDisp	108	8	7¾	7¾	-½
InfoRs s	50	23½	22½	23½	+1
Infrm	156	30	29	29	-1¼
InstNt s	58	18½	17¾	18	
Intecm s	770	14½	14¼	14¼	-⅛
Intel s	9932	32½	32	32¼	-¼
IntSy s	114	15½	15¼	15½	
IntrTel	282	4	3¾	3⅞	-⅛
Intgph s	788	39½	38¾	39¼	
Intrmgn	185	4½	4⅛	4½	+⅛
Intmec s	190	14⅝	14½	14¾	
InCapE	38	7¾	7	7½	+¼
IntClin	113	20¾	20	20	-½
IGame	104	15	14⅛	14⅝	-⅜
InKing s	42	14¼	13¾	13¾	-¼
IntLes s	97	12½	12	12⅛	-⅛
InMobl	140	8⅝	8¼	8¼	-½
IRIS	183	2⅞	2½	2½	
IntTotal	36	3¾	3½	3½	
InTod wt	12	1⅝	1⅝	1⅝	
J—J					
JBRest .20	215	12⅛	11½	11½	-½
Jackpot t	89	5¾	5½	5½	-¼
JackLf s	234	22⅛	21⅞	21⅞	-¼
Jamsby .60	5	16⅞	16⅞	16⅞	-½
JefMart	195	6⅞	6¼	6⅞	-⅛
Jenon s .12	924	14½	13⅞	13⅞	-⅝
Jfly s	245	2⅞	2⅛	2⅞	+⅛
JhnAm .30a	66	9¾	9½	9¾	+⅛
Jonicl t	106	5⅞	5¾	5¾	+⅛
Jonel A t	114	4⅝	4⅝	4⅝	-¼
Josphsn .50	14	11⅞	11½	11½	
K—K					
KLA s	287	22¼	21½	22¼	+½
Kaman s .48	41	20	19½	20	+½
Karchr	75	23½	23	23½	+½
Kasler .60r	15	17½	17	17	-⅛
KelyJn s	3656	7¾	6⅞	7⅛	-½
Kemor 1.80	9	37¾	37¾	37¾	-⅛
KyCnLf .70	52	20¾	20¾	20¾	+⅛
Kevex	38	7½	7¼	7½	-½
Kindr s .09	721	17	16⅝	16⅝	-⅛
Koss	12	3¼	2⅞	2⅞	-⅜
Kratos	264	4⅝	4⅜	4⅝	+⅛
Kroy .06	64	21¼	20¾	21⅛	-⅞
Kruegr s .52	57	16¾	16⅝	16¾	
Kulcke s .08	300	21⅞	21½	21⅝	-¼
L—L					
LDBrnk	106	9¾	9½	9¾	+¼
LSI Log	371	16¼	16	16	
LTX s	56	15¼	14½	15	+½
LaZ By 1.04	18	39½	39½	39½	-½
Laidlw s .12	34	10¼	9¼	9¼	-½
LamaT .80	48	15	14⅞	15	
Lancast .68	28	17	16½	17	+¼
LndBF .50	172	13¾	13⅝	13¾	
Langly .20e	48	7½	7¼	7¼	
LeeDta	382	18¼	17¾	17¼	-¼
LewisP .28b	67	9¾	8⅞	9⅝	
Lexdta	30	7⅞	7⅝	7¾	-¼
Liebrt s .05e	85	18¾	18	18½	+½
Lilnws .24	11	37	36½	37	+⅛
LinBrd s	845	18⅛	17⅞	18⅛	
LincTel 2	45	26¾	26½	26½	
LzClab s	182	26½	25¾	25¾	-¾
LongF 1.20	32	27½	27	27	-½
Lonmr	10	21	20½	20½	+½
Lotus	182	34¾	34¼	34½	
Lynden	30	24	23½	23½	
Lypho	223	16	15½	16	+¼
M—M					
MCI s	47861	11⅝	10¾	11	+⅝
MDC .24	393	10⅝	9⅞	10⅝	+¾
MPSI	12	20⅜	19¾	19¾	-1
MachTc	42	8⅞	8	8½	+¼
MackTr	422	16⅞	16½	16⅞	+⅛
MagCt s	11	14	13	13⅞	+⅝
MgtSci	184	17¾	16¾	17¾	+⅞
Manitw .80	2	20½	20¼	20¼	-½
MfrsNt 1.60	59	36⅝	36	36¼	
Masstor	1519	5¼	4¼	5	
MrldN 1.36	30	35	34½	34¾	-⅛
MatrxS .10	2	28	28	28	
Maxwel	62	15¼	14½	14½	-¼
MayPt	1105	6⅛	5⅜	6	-⅛
MaynOl	385	5⅛	4⅝	5	-⅛
McCrm .88a	380	30	29⅜	29⅞	-½
McFarl	79	13⅜	12⅞	13⅜	+⅜
McQuay	19	13	12⅞	12⅞	
Medex s .04	17	9¼	9¼	9¼	
Med 21	27	13⅝	13½	13¾	-¼
Megdat	10	10¼	10¼	10¼	
Mentor s	220	12¾	12	12½	+¼
MercBc 2.88	29	38¼	38	38	-⅛
MrcBc s 2.20	37	31¼	31	31½	+⅛
Micom s	390	38	37½	37½	
MicrMk	75	13⅝	13¼	13¼	
Micrdy .06	93	7⅞	7⅝	7⅞	+⅛
Microp	117	9¼	8¾	9	+⅛
MicrSm	49	6⅛	6	6⅛	+¼
MdStFd .30e	56	22½	21¾	22¼	-⅛
MdlBk 2	88	45	44½	44½	-½
MdwAir	815	7⅞	6⅞	7¼	+⅝
MdwCs	1074	8	7¾	7¾	-¼
MilTch	32	4¼	4¼	4¼	
MiHr s .36	1207	23¼	22⅞	22¾	-⅛
Milipr .40	2706	29⅞	28	29¼	+⅞
Minstar	137	23	22¼	23	+¾
MobiC A	13	7	6⅞	6⅞	-⅛
MobiC B	85	7½	7¼	7⅛	-⅛
Molecr	184	12½	12	12⅜	+⅛
MonCa 1.40	48	33	32⅛	32¾	+⅜
Monchk	107	8¼	7¾	7⅞	
MonfCl	11	15	14¾	15	
MonAnt	1	12¼	12¼	12¼	
Monolt s	345	21⅞	21⅞	21⅞	-⅛
MonuC 1.20	217	24½	23¾	24	
MorFlo .01	107	13⅞	13¼	13⅜	-¼
MorKg .03e	7	9¾	9½	9¾	+½
Morrsn .40b	113	15⅛	14⅞	14⅞	
Moseley	23	5¼	5⅛	5⅛	
MotClb .10	45	13¾	12⅞	13⅜	+¼
Multmd .60	101	32	31¼	31½	-½
N—N					
NCA Cp	33	12⅜	12¼	12¼	
NMS	68	3⅞	3⅝	3¾	
NtCty s	24	27¼	27	27	-¼
NtCptr s .20	52	16½	16	16	-½
vjNDisC	23	1⅞	1⅞	1⅞	
NData .40	898	20⅝	19⅞	19⅝	-⅝
NMicr s	165	10¼	9¾	9⅝	-⅝
NTech t	15	5⅞	5⅞	5¾	
NatrBty	23	9	8⅞	9	
Naugle	39	15¾	14½	15¼	+¼
NelsnT s .16	64	11½	11⅜	11½	+¼
Nelson s	180	14	13¾	14	+½
NwkSec	239	6⅛	6	6⅛	+½
NwkS s	562	18¼	18⅛	18⅝	
NwkEl	172	5¼	4⅛	5¼	-¼
Nwprt s .08	70	25½	25¼	25¼	+¼
NwpPh	464	5¾	5½	5¾	+¼
NiCal g	145	6½	6⅛	6½	+⅛
NickOG	164	4½	4¼	4¼	-⅛
NielsA s .68	313	30¼	29¾	30¼	+1
NielsB s .68	87	30¼	29¾	30¼	+1
Nike B	744	13¼	12½	12¾	-½
Nordst s .28	20	36	34¼	34¾	
Norstan	259	7⅞	6½	7⅛	+¼
NAtin s	400	16½	15¼	15½	-⅜
NwNG 1.36	51	13½	12¾	13⅛	+⅛
NwNLf 1.50	24	37½	37	37½	
Noxmb	18	7	6⅞	7	+¼
Noxell s .76	138	32⅞	32⅞	32¾	
NuclPh	564	10	9	9⅞	-⅛
Numerx	35	12¼	12	12¼	+¼
NuMed	133	10¼	10½	10½	-¼
O—O					
OCG Tc	66	4½	4⅛	4¼	-⅛
OakHil s	233	5¾	5⅛	5⅛	-⅜
Oceanr	164	7⅞	7⅜	7⅞	-⅛
Ocila	13	16½	16	16½	
Odetcs	2	12½	11	12½	+1½
OffsLog	47	8½	7⅞	8	+¼
OhioCa 2.52	59	44	43¾	44	
OldRep .80b	171	32¾	32⅜	32⅝	-⅛
OldSt pfC 2.60	32	20½	20	20	-½
Omnmd	237	1½	1⅜	1⅜	-⅛
Onyx	1832	5⅞	5½	5⅝	
OpncC s	84	18⅞	18½	18	
OpncR s	200	27	26⅜	26½	
Orbanc	62	18¼	16⅛	18¼	
Orox s	217	6⅛	6	6⅛	
Oshmn .20	7	19⅞	19¾	19¾	
OttrTP 2.58	67	25½	25	25¼	
OwenMnr .32	18	13¼	13⅛	13⅛	-⅛
Oxoc	598	8⅝	8⅜	8⅜	
P—Q					
PNC 2.12	95	42¾	42¼	42½	-¼
PabstB s	191	7	6¾	7	+⅛
PacTel .72	47	16	15¾	16	-⅛
PacoP s	78	17¼	16½	16½	-½
PancM s .10	3	6½	6¼	6½	
Paraph	189	16⅞	16	16½	-⅛
PatTc s	32	13½	13¼	13½	
Patrkl	28	7½	7½	7½	+½
PaulPt	25	12¾	12¾	12¾	-½
PaylN s .60	348	20½	19¾	20⅛	+½
PeartH	29	17¼	16¾	17⅛	+⅜
PeopE s	825	16	15½	15¾	+⅛
PeopRt	214	4⅞	4⅝	4¾	
Percept	31	10½	10	10¼	+¼
Petrite 1	1561	28¼	28	28¼	+¼
Phrmct	89	15¼	13½	15½	+1
PSFS	1458	9⅝	8⅝	9	-⅝
PhnMic	100	5	4½	4½	-½
PicSav s	387	16⅞	16¼	16¼	+¼
PicCafe .60	6	15⅞	15⅞	15⅞	
PionHi .72	198	29¾	28¾	28¾	-¼
PionStd .22	186	23¾	23	23¼	+¼
PizaTm	949	3⅞	3⅝	3⅝	+¼
PlcyMt s	314	24½	23⅞	23⅞	-⅜
Porex	230	23½	22¾	23¼	
PostSl .02r	1	4½	4½	4½	+⅛
Powrlc	43	16	15¾	15¾	-¼
PwConv	44	8	7⅞	7⅞	-¼
PrcCst s .12	86	25½	24½	25¼	+½
Pranx	431	8⅜	8	8½	-¼
PrceC s	1	5⅞	5⅞	5⅞	-½
PrceCo	388	56¾	55¼	55½	-1⅛
Prtronx	13	23¼	22⅞	22¼	-⅞
ProdOp .12	87	6¾	6½	6¾	+⅛
ProgC s .16	42	33	32½	32⅞	+⅝
PropTr 1.20	3	13¾	12⅞	13¾	+½
Quadrx	101	6⅝	6⅜	6⅝	
Quantm	373	17½	16½	17½	+¼
QuestM	197	5¼	4⅞	5	-⅛
Quest wt	1	1⅝	1⅝	1⅝	
QuiXtre	463	7½	7	7⅜	-¼
QuBM	68	16	15¾	16	-¼
QualSy s	13	13⅞	13⅞	13¾	
Quotrn s	2736	15	14¼	14½	-⅜
R—R					
RPM s .55	149	14	13⅞	14	
RadSy s	98	14½	14	14	
RadTch	1398	16½	15½	16	+½
Radica	231	8⅛	8⅛	8⅛	-⅛
Regen s	150	5	4¾	5	
Rainr 1.76	13	37⅞	37⅛	37⅛	-⅛
Ramtek	35	8¼	8¼	8¼	-¼
RayE s .24	30	14¾	14½	14½	
Reeves	72	10¼	10	10	
RgcyE s .20	111	10⅛	9¾	10	+⅛
Regis .15	5	24½	24	24½	+¼
Rehab	90	12	11⅞	12	+⅛
Reliab	48	10½	10¼	10½	-⅛
RpAuto .44	294	9¾	9	9½	-¼
RpHlth	14	11⅝	11⅛	11⅛	
Reuter	84	13	12½	12¾	+¼
Rexon	38	9⅝	8¾	9¼	-¼
Ribim	19	8½	8½	8½	-⅛
Rival .80	61	10⅛	10⅛	10½	
RoadS 2	157	64¾	64	64¼	+¼
Rockcor	47	10⅝	10¼	10¼	-⅛
Rouse .72	68	29⅞	28⅞	29¾	+⅞
RoyIRsc	195	11⅛	10¾	11⅛	
RyanFa	114	18⅛	17½	18	
S—S					
SCI Sy s	253	18¼	18¼	18¼	
SEI	25	20	19¾	19¾	-¼
SRI s .68	125	17	16¼	16¼	-½
Safcrd s	242	9¼	8¾	9	-¼
Safeco 2.60	166	58⅞	58¼	58¼	
StJude	129	15¼	14¾	15	-¼
StPaul 3	760	60	59¾	60	+⅛
SalCpt	578	4⅛	4⅛	4⅜	+⅛
SallieM	8288	22½	21	21⅝	-⅜
SanBar	25	7¼	7	7¼	+¼
Satelco	47	4	3⅞	3⅞	-½
SavnF .60a	5	41¼	41½	41¼	+¼
ScanOp	133	8¾	8½	8½	-½
ScanTr	5	15	14½	14½	-½
Scherer .32	35	13¼	13½	13½	
Scimed	47	11¼	11	11¼	+¼
SciSft	60	16⅝	16½	16¾	-½
SciSySv	50	9	8¼	8½	
Scitex s	14	20¼	19¾	19¾	
SeaGal	218	8⅞	8¾	8⅞	
Seagte s	2958	12⅞	12⅝	12⅞	+½
SecTag	33	5½	5½	5½	
Seibel .60	18	19½	19¼	19½	
Semicn	5	10¾	10¾	10¾	
Sensor s .05	2575	17	16	16	-1
SvMer s .08	1138	15⅛	14½	14⅞	+⅛
Svmst s .96	252	28¼	27¾	27¾	-⅛
SvcFrct	5	8¼	8⅛	8¼	
SvOak s .12	317	15	14½	14½	-½
ShrMed .40	353	28	27¼	27½	-¼
Shelldl	169	13½	13¼	13½	+⅛
Shony s .16	332	20⅝	20½	20⅝	+¼
ShonSh	15	15¼	15	15½	-⅛
SilcnG s	182	12¾	12	12¾	
SiliconS	105	17¾	17⅛	17⅞	+⅞
SilcVal	1119	21	20½	21	
Siliconx s	50	14	13½	13½	-½
Siltec	164	10	9½	10	+¼
Simpln .80	383	14½	14	14⅛	
SppOcn	164	12½	12	12	-½
SixCp	5	8½	8	8½	-¼
Sizeler s	334	10	9½	9⅞	
Skiper s .08	54	10½	10	10	
SmthL	159	9¾	9	9¾	
Society 1.60	39	31¼	31	31	
Softch s	28	9¾	9	9¾	
SoonrFd	120	31⅞	31	31	-¼
Sovrgn .10	132	8	7⅞	7⅞	-⅛
Sowran 1.50	315	31	30¾	30⅞	+¼
SpanA	30	5½	5	5	
Speca s	58	12½	12	12¼	+¼
SpecCtl .05	40	7¾	7⅝	7⅝	-¼
StafBld .20	74	9	8½	8⅝	-⅛
Standyn 1.80	17	41	40¾	41	-½
StdMic s	228	19¼	18¾	19	-⅛
Standn s	29	8¾	8½	8½	-¼
StaeGp .15b	30	7⅞	7⅝	7⅝	-½
Steiger	410	10	9⅞	9⅞	-⅛
SterlL s	1	5¼	5¼	5¼	+⅛
StewSv	100	14⅜	13⅞	14⅛	-⅛
Stratus	41	11½	11	11¼	-⅛
StrawCl 1.80	27	74¼	73¾	74¼	-½
Stryker	22	25½	24⅝	24¾	-¼
Subaru 1.24	55	74½	73½	74½	+⅛
Summa	653	4½	4¼	4⅜	-⅛
SupSky	3	9¾	9½	9¾	
SuprEq	13	8	7¾	8	
Swrtn s	52	7⅞	7¾	7¾	-⅛
Sykes	343	3¾	3½	3⅝	
SymbT	124	8¼	8¼	8¼	-⅛
Syncor	9	6½	6⅜	6⅞	-⅛
Syntech	85	10⅜	9¾	10⅛	+¼
Synrex	205	7½	7¼	7½	-½
Syscon .24	x24	14¼	14	14¼	-¼
SyAsoc	13	21¼	20½	21¼	+¼
Systn	42	14	13¾	13¾	
SystGn s .01i	220	9¼	9¼	9⅜	+¼
Systmt s .01e	88	17¼	17	17	-⅛
SCT Cp	38	21	20¾	21	
T—T					
TacViv s	6	8¼	8¼	8¼	+¼
Tmpx 3	455	54⅝	54	54½	-⅛
Tandem	2013	33¼	31¼	31¼	-1¼
Tandn s	3301	15⅛	14¾	15¼	+⅝
TcCom	31	14½	14¼	14½	+¼
TlcmA s t	1104	17⅞	17⅜	17⅞	
TelPlu s	563	7⅛	7⅛	7¼	-⅛
Telecrd .28	283	18½	17¾	18	
Telepict	51	13¼	13½	13½	
Telvid	7397	12⅛	11¾	11¾	+½
Telabs s	105	18¾	18¼	18½	

Continued on Page 40

AMERICAN STOCK EXCHANGE PRICES

Continued from Page 31

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
11⅛	6¾	TEC			275	1	8¼	8¼	8¼	- ⅛
40½	19⅛	TIE	s		17	1177	19⅞	19½	19⅝	- ¼
24	10	TII	.21	1.3	16	53	15⅞	15½	15¾	+ ¼
29¾	19⅝	TabPr	s.20	.9	12	12	22⅝	22⅛	22⅛	- ¼
19⅞	11	TandBr				5	11¼	11¼	11¼	+ ¼
15¼	7⅞	Tasty	.25	2.2	13	2	11⅛	11⅛	11⅛	
8	4½	Team	n			20	5¾	5½	5½	- ¼
9⅝	4¼	TchAm			45	47	4⅝	4¼	4½	
27½	13⅞	TchSym			16	64	15⅝	15	15½	+ ¼
45⅛	23¼	TechOp			14	14	36	35⅞	36	- ⅛
13⅞	4⅛	TechTp			10	82	7⅞	7¾	7⅞	+ ¼
33⅞	9⅛	Tchcm	s		34	253	11⅝	11½	11½	+ ½
18¾	5⅛	Techtrl	s.24	1.6	11	6	14⅝	14¼	14⅝	+ ¼
104	61	TejonR	.20e	.3	195	600	79⅞	78½	79⅞	+ ⅛
31	6	Telecn	n		7	1115	7	d5¼	6⅛	- ⅞
39	25¼	Telflex	.40	1.6	18	56	26	25½	25¾	+ ¼
16⅝	10⅝	TelDta	.32a	2.9	12	251	11¼	11	11⅛	- ⅛
25	12½	Telecr				20	15¾	15⅝	15¾	- ⅛
24⅝	3⅝	Telsph	n			569	4⅛	3¾	4⅛	+ ⅛
14½	7⅞	Tensor				12	10¼	10¼	10¼	- ¼
12⅞	4¼	TexAir			3	82	7¾	7½	7½	- ¼
7⅞	3⅞	TexAE				22	5⅝	5¼	5½	- ¼
27½	14⅛	Texscan			16	136	15½	15	15½	+ ½
3⅞	2½	ThorEn			11	23	2⅝	2⅝	2⅝	
11⅝	5⅛	ThDB	s.16	1.9	7	137	8⅝	8½	8⅝	
9½	5⅛	ThD A	n			2	7⅞	7⅞	7⅞	+ ⅛
53	40⅛	Thrftm	1.60	3.3	13	6	48⅝	48⅝	48⅝	- ⅛
20⅝	8⅛	Tdwell			11	16	9⅛	9½	9⅝	+ ¼
69	57	ToEd	pf8.32	15		250	57	57	57	+ ⅛
25⅞	12⅝	Topps	s.20	.8	12	202	25¼	25⅛	25¼	
12⅛	5⅞	Tortel				3	7⅛	7	7⅛	
14⅞	8½	TotlPt	g.24			259	12⅛	12	12⅛	
4⅛	2¼	TotlPt	wt			20	2½	2½	2½	
6½	3½	Towner	.01	.3		46	4	3⅞	4	
3½	½	Town	wt			20	⅞	13-16	⅞	+ 1-16
2½	15-16	Trafgr				163	1⅛	1⅛	1⅛	
19¼	10⅝	TmsLx	.10	.9	8	17	11	11	11	+ ½
5⅛	1½	TranEn				35	1⅝	1½	1⅝	
2½	5-16	TmE	wt			30	½	½	½	+ ⅛
25⅝	13½	TmsTec	.48	2.9	9	41	16¾	16⅝	16⅝	- ⅛
16¼	6⅞	TriSM	.10e	.9	7	18	11⅛	10⅞	10¾	- ⅛
12	6⅛	TnaCp	.60i	8.8		4	7⅞	7⅞	7⅞	
7½	6⅛	TriHm	n			37	6⅞	d6¾	6⅞	+ ⅛
8	5-16	TubMx	s		4	11	3⅛	3⅛	3⅛	- ⅛
30½	11	Tultex	s.36	3.1	7	22	11⅞	11⅝	11⅝	- ⅛
47¼	31⅛	TumrC	2.20	5.1	8	13	43¼	43½	43½	- ⅛
8	4⅛	Tyler	wt			58	4⅝	4½	4½	
		U—U—U								
14½	9½	UIGrp				2	13⅝	13⅝	13⅝	
4⅝	2⅞	UNA				24	3⅞	3⅞	3⅞	
17½	9½	URS	.40	3.2	20	18	12¼	12½	12⅝	
6⅞	2½	USR	Ind		6	10	5⅝	5½	5⅝	+ ½
24⅛	10⅝	Ultmte	s		18	180	15⅝	15	15⅛	- ¼
1½	11-16	Unicrp	n			40	¾	¾	¾	
Unicrp	un					85	¼	¼	¼	
14⅝	5⅛	Unimax				21	6¼	6½	6½	- ½
7¼	6⅛	Unimr	pf			2	7½	7½	7½	
24⅝	14½	UAirPd	.54b	3.7	10	3	14¾	14½	14¾	+ ¼
4⅛	2⅛	UFoodA	.10	3.6		21	2⅞	2¾	2¾	
5⅛	3-16	UFoodB			6	38	3	2⅞	3	
22¼	11⅛	UtMed	.77t	6.0	17	20	13	12½	12¾	+ ⅛
25	14	USAG	wt			6	15	15	15	- ¼
12¼	7	UnitV	n.94r	11	12	45	8½	8½	8½	- ¼
19½	9⅛	UnvCm			17	13	9½	9¼	9½	
9⅝	5	UnvRs				95	7¼	7⅛	7⅛	+ ¼
		V—V—V								
24⅞	18¼	Valmac			14	1	21⅞	21⅞	21⅞	
42¼	26⅛	Valspar	.80	2.5	9	1	31⅞	31⅞	31⅞	- ⅛
29½	10⅝	Vrbtm	s		17	560	11¼	11	11¼	- ¼
21⅝	14⅝	VtAmC	.40b	2.2	9	4	18½	18¼	18½	+ ¼
20¼	7¼	VtRsh				1	9	9	9	+ ¼
3	1	Verna				7	1⅛	1	1	- ⅛
18⅝	13½	Vernit	.16	1.1	15	107	14¼	14	14	- ¼
9¼	4⅛	Verple	.10	1.5	14	80	6⅝	6⅝	6⅝	
12⅞	7¼	Vicon	s		14	23	8⅞	8¾	8¾	
15¾	5¼	Vintge			12	1	6⅞	6⅞	6⅞	
49	37½	Valrd	n			12	46¼	45¾	46¼	+ ⅛
11⅛	6½	VisualG	.26	3.6		6	7¼	7¼	7¼	+ ⅛
19½	7¼	Voplex	s.32	3.0	11	30	10⅞	10⅝	10⅞	- ⅛
17⅞	12½	VulcCp	.40	3.2	7	15	12¾	12⅝	12⅝	
		W—W—W								
9⅝	5	WTC				33	7½	7¼	7½	+ ½
7½	3⅛	Wedell				14	5⅛	5	5	- ⅛
25⅞	12⅞	Waltbr	s.24	1.3	13	137	18	17⅞	18	
17¼	10	Walco	.40	3.5		2	11½	11½	11½	+ ⅛
42½	26	WangB	.12	.4	21	2443	28⅞	27⅞	28½	- ⅜
42⅞	25¼	WangC	.07	.2	22	9	29	27½	29⅛	+ ⅜
17⅞	4⅝	Wards	s.06	.5	15	76	12⅞	12¼	12½	- ⅛
12¼	2⅝	WmC	wt			232	3	2⅝	3	+ ¼
15½	6⅝	WshHm			5	24	9⅝	9½	9½	
75¼	59	WshPst	.80	1.3	13	2	64	64	64	- ¼
22½	13⅞	WRIT	1.28	7.1	7	1	18	18	18	
15⅝	9⅛	Watsco	.30	2.1	15	11	14⅛	14⅛	14⅛	+ ¼
12⅛	6⅛	Wintrd				159	7⅜	7⅜	7⅜	+ ¼
22¼	5⅛	Weber	s		8	47	6	5⅞	6	
13½	7	Weldtrn			9	131	8	7⅞	7⅞	- ⅛
9⅞	4⅞	WelGrd			13	34	4⅝	d4⅛	4⅛	- ⅜
20	13½	Wesco	.58	3.2	12	3	17⅞	17⅞	17⅞	- ¼
21⅛	5⅞	Wespcp				55	7⅞	7⅞	7⅞	+ ⅛
16⅝	10⅛	Wstbr	g.20		13	10	11⅞	11½	11⅞	+ ¼
23⅛	9	WstSL	s.48	2.7	3	121	17⅞	17½	17¾	+ ½
17½	3⅝	WhEntr			12	78	13	12⅞	12⅞	
4⅞	2½	WhtCbl				5	3⅛	3	3	- ⅛
7⅞	3⅞	Wichita				18	4⅞	4⅞	4⅞	- ¼
10½	4⅞	WilcxG			25	24	8½	8⅜	8½	+ ⅛
4⅝	2⅞	WilsnB				14	3⅝	3½	3⅛	- ⅛
47½	21⅝	Wincp	pd2	4.7	28	50	46	42⅞	42⅛	- 3⅞
16	9⅛	Winkim	.50	3.8	10	1	13⅛	13⅛	13⅛	
24⅛	21¼	Wintn	n			9	22⅞	22⅞	22⅞	
16½	7½	WkWear	.48	3.3	8	30	14¼	14⅛	14¼	- ⅛
9⅞	5⅛	WwdeE	.44t	7.3		62	6	5⅞	6	
18¼	14⅞	WWde	pf1.60	11		20	16⅛	16	16⅛	
45¼	22⅝	Wrathr	.05	.1		7	39½	39⅛	39⅛	- ⅛
9⅛	5	WrgtH	g		22	49	6⅝	6⅛	6½	+ ⅛
		X—Y—Z								
19⅛	6½	YankO	s		10	31	13⅛	13	13⅛	+ ¼
5⅞	4⅛	Yrdny	n.03e	.6	16	37	4⅞	4¼	4⅞	+ ⅛
24⅞	9½	Zimer	.10	1.0	14	140	10½	9⅞	9⅞	- ⅛

NEW YORK CLOSING PRICES

Continued from Page 31

12 Month High	Low	Stock	Div.	Yld.	P/E	Sls 100s	High	Low	Close Quote	Ch'ge Prev. Close
49½	43	WhiC	pfA3	6.3		2	47⅞	47¼	47⅞	- ⅛
85⅛	28	Whtehl			10	254	28⅞	d26½	28⅛	+ ⅛
34⅛	17¼	Whittak	1.60	8.4	8	420	19¼	19	19⅛	
11¼	6⅛	Wiebldt			56	10	7⅛	7⅛	7⅛	
30½	19⅝	Willam	1.20	4.6	15	333	26½	26⅛	26¼	- ½
17	5⅝	WlmEl			4	124	6	5¾	5⅞	+ ⅛
11½	6	WilshrO	.04a	.4		56	9¼	9	9⅛	- ⅛
37⅞	25	WinDx	s1.56	5.6	10	40	27⅞	27¼	27⅞	+ ¼
23⅞	11⅛	Winnbg	.10a	.9	16	213	11⅞	11⅝	11⅝	- ¼
12¼	5⅞	WinterJ			20	28	7⅛	7	7	- ⅛
28½	22¼	WiscEP	2.16	7.9	7	813	27	26⅝	26¾	- ⅛
85	74	WisE	pf8.90	12		z70	75	75	75	+ ¼
26	23⅛	WisG	pf2.55	10		4	24½	24¼	24¼	- ¼
29½	23	WiscPL	2.48	9.5	7	64	26⅛	26⅛	26⅛	
30½	22⅞	WiscPS	2.32	8.7	7	35	26⅞	25⅞	26¼	- ½
39⅞	19½	Witco	s1.32	3.9	9	144	34⅛	34	34	- ¼
29¼	14⅛	WolvrW	.48	3.1	9	58	15⅞	15¼	15¼	- ⅛
43⅞	29½	Womelc	.44	1.0	37	74	43	42¼	42¼	- ¼
29½	18¼	WoodPt	.72	2.9	18	26	25¼	25	25	
33⅞	26⅝	Wolwth	1.80	5.7	9	256	31⅝	31½	31⅝	+ ⅛
54⅝	37½	Wolw	pf2.20	4.9		2	44⅞	44⅞	44⅞	- 1⅝
57¼	43½	Wrigly	1.44a	2.9	10	49	49⅜	48⅞	49	- ¼
8⅝	4½	Wurltzr				11	6	6	6	- ⅛
25⅛	11⅛	WyleLb	.24	1.4	28	152	17⅞	16⅞	17½	+ ½
17⅞	9¼	Wyly				17	10	9⅞	10	+ ⅛
22⅝	14	Wynns	.60	3.5	10	7	17⅛	17	17	- ¼
		X—Y—Z								
52⅞	36⅛	Xerox	3	7.0	10	2880	42⅞	42⅛	42⅝	+ ½
53⅞	47⅝	Xerox	pf5.45	11		309	50⅝	50¼	50⅝	+ ⅛
37	20	XTRA		2.3	13	75	27⅝	26⅞	27½	+ ⅜
34	21⅛	ZaleCp	1.26	4.7	11	60	27	26¾	27	+ ½
26½	16⅛	ZalepfA	.80	3.8		3	21	21	21	- 1½
21⅞	14⅛	Zapata	.84	4.5	10	2791	19½	18⅝	18⅝	- ⅝
52¼	31⅛	Zayre	s.30	.9	11	805	35	34⅛	34½	- ¼
38⅛	13⅛	ZenithR			31	728	27⅛	26⅞	26⅞	- ⅛
27⅞	16	Zero	s.36	1.7	18	101	21¼	20⅝	20⅝	- ⅛
37⅞	24¼	Zurnin	1.32	5.2	11	355	26	25⅞	25½	- ⅝

Indices

NEW YORK-DOW JONES

	Feb 16	Feb 15	Feb 14	Feb 13	Feb 10	Feb 9	1983-84 High	1983-84 Low	Since Compilat'n High	Since Compilat'n Low
Industrials	1154.94	1158.71	1163.84	1150.13	1160.7	1152.74	1286.64 (6/1)	1150.13 (13/2)	1287.2 (29/11/83)	41.22 (2/7/32)
Transport	509.06	506.75	514.87	507.81	514.56	512.82	612.63 (6/1)	506.75 (15/2)	612.63 (6/1/84)	12.23 (8/7/32)
Utilities	125.24	125.83	125.53	125.63	127.17	129.09	134.83 (6/1)	125.53 (14/2)	163.32 (20/4/69)	10.05 (28/4/42)
Trading vol 000's †	8175	-	-	-	-	28190	-	-	-	-

	Feb 10	Feb 3	Jan 27	(Year Ago Approx)
Ind div yield %	4.71	4.55	4.43	4.95

N.Y.S.E ALL COMMON

Feb 16	Feb 15	Feb 14	Feb 13	1983-84 High	1983-84 Low
-	-	-	-	442.62 (6/5)	79.79 (24/1)

RISES AND FALLS

	Feb 16	Feb 15	Feb 14
Issues traded	1980	1984	2027
Rises	877	783	986
Falls	681	756	628
Unchanged	422	445	463

STANDARD AND POORS

	Feb 16	Feb 15	Feb 14	Feb 13	Feb 10	Feb 9	1983-84 High	1983-84 Low	Since Compilat'n High	Since Compilat'n Low
Industrials	175.92	175.98	176.31	174.18	175.82	174.58	196.64 (6/1)	174.18 (13/2)	193.22 (22/6/83)	3.52 (30/6/32)
Composite	156.13	156.25	156.61	154.96	156.3	155.42	169.28 (6/1)	154.96 (13/2)	170.99 (22/6/83)	4.4 (1/6/32)

	Feb 8	Feb 1	Jan 25	Year Ago (Approx)
Ind div yield %	4.62	3.85	3.76	4.38
Ind. P/E Ratio	12.64	13.28	13.49	11.35
Long Gov Bond Yield	11.62	11.57	11.54	11.88

MONTREAL

	Feb 16	Feb 15	Feb 14	Feb 13	1983-84 High	1983-84 Low
Industrials	417.26	418.56	416.63	415.44	451.4 (6/1)	415.44 (13/2)
Combined	402.1	403.41	401.93	400.82	433.87 (6/1)	400.82 (13/2)
TORONTO Composite	-	-	-	-	2585.7 (6/1)	2400.8 (30/1)

U.S. INDICES: CLOSING VALUES. YESTERDAY'S CANADIAN INDICES: LATEST AVAILABLE

MARKET REPORT

Equity leaders struggle to maintain recent upturn

index closes 1.3 up at 817.9

Account Dealing Dates

*First Dealings	Option Declarations	Last Dealings	Account Day
Jan 30	Feb 9	Feb 10	Feb 20
Feb 13	Feb 23	Feb 24	Mar 5
Feb 27	Mar 8	Mar 9	Mar 19

* "New-time" dealings may take place from 9.30 am two business days earlier.

Leading equities struggled yesterday to maintain a modest extension of this week's upturn. The volume of business contracted, although intermittent bouts of activity flared up in some secondary issues, particularly those considered possible takeover targets or in which bid moves were already afoot.

Wall Street's repeated inability to sustain a signficant rally prompted early indecision in many blue chip industrials but buyers later re-appeared for selected stocks. Smaller investors were evidently encouraged by the fresh evidence that the UK *economic recovery was improving* at a rate faster than originally anticipated.

Values consequently rallied from the initial lower levels but by midday demand had dried up. Dealers suggested that institutional fund managers along with many market representatives had probably left early to prepare for the Society of Investment Analyst's annual dinner at the Grosvenor Hotel last night.

The afternoon session proved to be colourless with leading shares tending to mark-time. The FT Industrial Ordinary share index, after being 1.1 down at 10 am and 1.5 up at noon, finally closed 1.3 better on balance at 817.9. Late sentiment was seemingly unaffected by another disappointing start in New York yesterday.

Recent star-performer **TI** succumbed to profit-taking as short-term speculators became tired awaiting the revelation of the buyer, or buyers, reported to have recently acquired stakes in the company. But another Engineering major, **Metal Box**, were rejuvenated by bullish reports emanating from a broker's visit to the company on Wednesday and closed 14 up at 344p.

Discount Houses advanced further, still excited by **Alexanders'** bid approach and Plantation issues, too, came alive on merger hopes. Selected companies in the **M. P. Evans Group** showed up particularly well.

The new **FTSE** 100-share index recovered from 1,030.4 to 1,035.6 before closing a net 2.0 higher at 1,035.0.

Gilt-edged securities opened marginally down on the previous day's late enhanced levels. Investors were seemingly unimpressed by sterling's continued improvement against the dollar and trade naturally suffered. For much of the morning session it was often a case of marking-time until the mid-afternoon announcement of the latest Public Sector Borrowing Requirement. January's estimated minus of £2.6bn was regarded as very satisfactory, but Gilts did little more than edge firmer to close ⅛ or so higher on balance. The proximity of the £25-paid tap, Exchequer 9¾ per cent 1999, to the level at which the authorities would be likely to accept bids for stock was probably a restraining influence.

Discounts up again

Discount Houses continued to respond to **Alexanders** bid approach. Up 52 the previous day, the latter improved 3 more to 453p, while **Union** added 15 further at 710p, after 720p. **Cater Allen** put on 10 to 490p and **Seccombe Marshall and Campion** firmed 5 to 275p. **Gerrard and National** appreciated 4 to 312p as did **King and Shaxson**, to 134p, while **Clive** hardened a couple of pence to 55p. **Jessel Toynbee**, however, cheapened *to* 86p, after 85p. Elsewhere, publicity given to brokers Wood Mackenzies' circular helped **Royal Bank of Scotland** rise 12 to a peak of 234p. The *major clearers plotted* an irregular course. In moderate trading, **Midland** gained 6 to 398p but **NatWest** eased 3 to 720p.

Confirmation from Allianz that it is not discussing a takeover bid with **Phoenix** induced renewed profit-taking in the latter, which fell away to finish a further 12 down for a two-day relapse of 27 to 458p. Other Composites drifted lower with **GRE** closing 12 off at 513p and **Royals** 7 cheaper at 515p. Life issues were featured by a fall of 16 in **Hambro Life** to 462p following talk of a pending adverse circular. Meanwhile, **Lloyds Brokers** became a nervous sector, sustaining falls ranging to 10; sentiment in the sector was not helped by the dollar's current trend. **Stewart Wrightson** lost 10 to 305p and **C. E. Heath** 8 to *347p*, while **Minet** eased 5 to 140p and **Sedgwick** softened a couple of pence to 228p.

The introduction of electrical accessory concern **LPA Industries** yesterday to the Unlisted Securities Market was disappointing; the shares, previously traded under Special Rule, opened at 105p and slipped to 97p. **Xyllyx** found support and recovered to the placing price of 50p before closing 4 dearer on balance at 49p. **Aberfoyle Plantations**, which has recently undergone a reconstruction, drew fresh support and put on 5 more to 24p.

Special situations were usually responsible for the noteworthy movements in Buildings. **George Wimpey** put on 6 for a two-day gain of 12 to 153p on rumours that a large stake had, or was about to, change hands. **London Brick** hardened a penny to 164p as bidders Hanson Trust continued to buy shares. Recently-dull **Crouch Group** firmed 6 to 44p on recovery hopes, while **Robert M. Douglas** added 3 more at 66p reflecting the return to profitability. **Tilbury Group** revived with a gain of 4 to 88p and **Countryside** improved the same amount to 208p.

P.V.C. floor coverings concern **James Halstead** attracted speculative demand and jumped 10 to 90p, while **Blagden Industries** gained 4 to 116p on news of a further Fomaldehyde agreement with Perstop AB of Sweden. ICI, preliminary results due next Thursday, touched 606p before settling a couple of pence *cheaper on balance at 602p*.

Raybeck good late

Secondary Stores, subject to persistent speculative buying of late, paused for breath and generally moved within narrow limits. The absence of takeover developments clipped 5 from **James Walker**, at 154p, with the non-voting shares 3 off at 124p. An exception was provided by **W.W.** (formerly Wilkinson Warburton) which attracted scattered interest in a thin market and rose 10 to 155p.

Leading Stores also lacked impetus. **W. H. Smith A** eased a few pence to 136p following a mixed Press response to the interim statement and store disposals. **Raybeck** encountered support after-hours, rumoured to emanate from foreign sources, *and closed 3 up at 42p*.

Shoes were highlighted by fresh speculative support for **Strong and Fisher**, which rose 8 to 218p.

Leading Electricals were inclined harder in quiet trading, although **Plesseys** were noteworthy for a gain of 5 to 217p. Elsewhere, **Lorlin Electronics** jumped 17 to 150p on news of the freehold factory acquisition necessary to increase production and satisfy the rising level of orders for switches and connectors. **Suter** firmed 6 to 125p late following the announcement of the proposed sale of Prestcold [illegible]D. and its two distribution subsidiaries. Prestcold GmbH and Prestcold North *America. Dealings were temporarily* suspended in **Immediate Business Systems**, at 58p, pending finalisation of refinancing proposals.

TI encountered profit-taking initially and touched 242p before recovering to close 4 down on balance at 246p. Elsewhere in the Engineering leaders, occasional support left **Hawker** 6 up at 404p, but **GKN** drifted off to close 3 cheaper at 205p. Secondary issues continued to benefit from selective support. Comment on the preliminary figures prompted a fresh rise of 1½ to 79¼p in **Birmid Qualcast**, while the interim profits recovery left **MS International** (formerly Mining Supplies) 2 firmer at 51p. **RHP** gained 3½ to 53p, while rises of around 2 were achieved by **IMI**, 75½p, **Delta Group**, 77p, and **Renold**, 35p.

Leading Foods were easier for choice, but **Rowntree Mackintosh** met with revived support and firmed 8 to 242p. **Tate and Lyle** slipped 2 to 385p and **J. Sainsbury** eased a similar amount to 458p. **Brooke Bond** closed without alteration at 77p; the company is to increase the price of its tea products at the end of the month. Elsewhere, **Associated Fisheries** firmed 3 to 96p, while recently-dull **Bio-Isolates** improved a couple of pence to 97p.

Hotels and Caterers claimed considerable attention as takeover speculation intensified. Recent favourite **Ladbroke** attracted fresh support and firmed 4 to 245p. **Norfolk Capital** put on 10 to 68p on news that Kennedy Brookes had increased its stake to 7.28 per cent; **Stakis**, 6 higher at 116p, recently acquired a 6 per cent holding in Norfolk. **De Vere Hotels** rose 10 to 260p.

Ryan Hotels shed 2 to 8p; the company has placed 10.75m new shares with institutional clients to raise £860,000 and reduce borrowings.

Datastream feature

Datastream featured with a sharp rise of 26 to 258p in response to good half-year figures. Elsewhere in miscellaneous industrials, possible bid candidates were well to the fore. **Metal Closures** advanced 13 more to 158p, while **D. Macpherson**, 58½p, and **English China Clays**, 235p, advanced 5 apiece. **Polly Peck**, up 15 at 332p, drew strength from talk of a major new deal in the pipeline, while **Johnson Matthey**, reflecting Press mention, closed 8 dearer at 280p, after 285p. **Reed Executive** edged up a couple of pence more to 101p on the bumper preliminary results. **Elbief** firmed a penny to 26p after the increased interim dividend and profits, but the none-too-encouraging tenor of the chairman's statement at the annual meeting left **Dobson Park** 5 off at 75p. Revived support lifted **BB and EA** 10 to 155p and **Fobel** 6 to 110p. **Duport** continued to edge higher and settled 39p, up 3, while **Wolseley-Hughes** improved 12 to 540p in a restricted market. **Ricardo**, up 4 more at 118p, responded to further occasional demand.

Aspinall Holdings attracted a relatively brisk business awaiting possible developments concerning its 10.1 per cent stake in Anglo Scottish Investment Trust and touched 158p before easing back to close 3 cheaper on balance at 152p. Consideration of the preliminary results and the court ruling concerning Mr Gilbert O'Sullivan left **Management Agency and Music** 6 dearer at 132p.

Motor and aircraft component manufacturers featured late firmness in **Flight Refuelling**, which spurted 22 to 269p amid strong takeover speculation. Among Distributors, Scottish Ford dealers **Alexanders** shed 1¼ to 10¾p following the annual deficit; the company also announced a 10 per cent scrip issue.

Investors displayed fresh enthusiasm for Publishers and **Associated Newspapers** rose 7 to 480p and **Daily Mail A** 15 to 835p. **Fleet Holdings**, which announced impressive first-half results on *Tuesday, hardened 3 more to* 186p. Regionals continued to feature **United**, which advanced 10 more to a 1983-84 peak of 333p; the preliminary results are expected next month. Elsewhere, **Hunterprint** revealed a 52 per cent full-year profits expansion and advanced 11 to 177p, while Press mention lifted **DRG** 3 more to 130p.

Business in Properties was sparse and the leaders barely stirred. Secondary issues, however, displayed the occasional noteworthy movement. **Amalgamated Estates** hardened ½ to 11½p —at just over 12½p per share. acquired 10.9m shares—approximately 29 per cent of the equity —at just over 12½ per share. **Estate Property Investment** added a penny at 159p; Clabir International NV has increased its stake in the company to 21.39 *per cent.* **Trafford Park Estates** found support and firmed 4 to 168p, but **Rosehaugh** encountered profit-taking and came back 10 to 375p.

Textiles traded irregularly again. **Courtaulds** 141p, and **Coats Patons**, 105p, firmed a couple of pence apiece, but **Carpets International**, still unsettled by the forecast of a small loss, shed 2 more to 48p. **F. Miller** hardened a penny to 40p following the announcement that the offer *from* **Nottingham Manufacturing**, 2 off at 224p, had lapsed.

Oils edge higher

Leading oils shrugged off initial small selling and edged higher to close with modest overall gains. **BP** fell to 416p at the outset, but rallied to close a net 3 higher on balance at 420p, after 423p, *following the encouraging* drilling report from the appraisal well recently tested in the Bruce oilfield. **Shell** remained a firm market and ended the day a like amount to the good at 622p, while recent takeover favourite **Burmah** hardened 3 to 193p and **Britoil** 2 to 232p. **Ultramar** put on 7 to 665p. The UK onshore exploration issues made good progress, especially **Clyde Petroleum**, 8 firmer at 130p. **Berkeley Exploration** hardened a like amount to a 1983-84 high of 135p on news that Bristol Oil and Minerals has added to its stake in the company. Speculative demand lifted **Jackson Exploration** to 90p before profit-taking left the close a net 5 up at 85p. Among Australian issues, **Petro-Energy** eased a penny to a year's low of 16p following news of the proposed two-for-five rights *issue at 20 cents a share.*

Revived hopes of further rationalisation within the sector stimulated speculative support of Plantations and companies in the M. P. Evans group were major beneficiaries. **Rowe Evans** closed another 9 to the good at 92p, while **Beradin**, 80p, and **Singapore Para**, 83p, rose 8 and 6 respectively. **Jitra** finished 15 higher at 97p. Buyers also renewed interest in **Bertam**, 20 up at 270p, and **Malakoff**, 6 dearer at 138p, while **Hidong** advanced 17 to 86p. **Lendu** improved 33 *to 177p* with sentiment aided by the *decision to appeal against a land* valuation award on estates acquired by the Malacca State authorities.

Golds at 5-mth high

South African Golds put on *another good performance.* Quietly mixed at the outset the market rose strongly around midday on substantial London buying and continued to advance throughout the afternoon following persistent American demand.

This was despite a lack-lustre performance by bullion which traded in a narrow range prior to closing a net 75 cents off at $384.

The demand was again mainly directed towards the top quality golds where gains extended to around a point, as in **Hartebeest**, £54¾. Rises of half-point were common to **Driefontein**, £24¾ and **President Steyn**, £36½. Cheaper priced issues were well to the fore, especially **Deelkraal** which jumped 28 to 292p, **Western Areas**, 24 up at 413p and **Bracken**, 14 firmer at 247p.

The Gold Mines index advanced 10.5 more to 616.5—a two-day gain of 38.8 and its best level since late-September last year.

Financials and Platinums were equally strong, especially the latter where **Impala** put on ⅜ to a year's high of £10 and **Rustenburg** 25 to 805p. In Diamonds **De Beers** added 5 more at 580p. London issues showed **Consolidated Gold Fields** 12 better at 579p—a two day rise of 21—and **Rio Tinto-Zinc** 5 harder at 656p, while **Hampton Areas** rose 5 to 225p.

Australians received a boost from another good performance by overnight domestic markets. **Peko-Wallsend** put on 6 to 374p and **EZ Industries** rose 4 to 372p following the good results announced by the jointly owned Energy Resources Australia, while goods provided firm features in **Whim Creek**, 8 better at a 1983-84 high of 232p and **Emperor Mines** which hardened *3 to a high of 225p.*

The more subdued conditions in London equity markets hindered interest for Traded Options which attracted 2,007 contracts—well below last week's daily average of 3,916. Fresh speculative activity in Financials directed attention towards **Commercial Union**, which recorded 282 calls and 61 puts. Elsewhere, **RTZ** attracted 100 calls with the February 650's rising 4 to 18p. **De Beers** March 850 calls advanced 7 to 27p.

FINANCIAL TIMES STOCK INDICES

	Feb. 16	Feb. 15	Feb. 14	Feb. 13	Feb. 10	Feb. 9	year ago
Government Secs	82.89	82.77	82.72	82.60	82.49	82.37	79.58
Fixed Interest	87.04	86.90	86.81	86.81	87.13	87.15	81.17
Industrial Ord.	817.9	816.6	812.1	803.0	805.4	801.3	650.3
Gold Mines	616.5	606.0	577.7	589.9	595.3	596.9	721.9
Ord. Div. Yield	4.50	4.51	4.53	4.52	4.51	4.51	4.73
Earnings, Yld.% (full)	9.41	9.42	9.45	9.54	9.51	9.49	10.20
P/E Ratio (net) (*)	13.01	12.99	12.95	12.84	12.87	12.88	11.79
Total bargains	21,406	24,006	25,099	25,878	24,131	23,513	25,324
Equity turnover £m.	—	281.19	263.64	214.07	305.38	294.78	264.43
Equity bargains	—	18,824	17,840	22,539	20,936	20,098	25,650
Shares traded (ml)	—	172.5	163.4	141.4	189.1	167.0	171.7

10 am 815.5. 11 am 817.2. Noon 818.1. 1 pm 817.7.
2 pm 818.8. 3 pm 817.0
Basis 100 Govt. Secs. 8/1/58. Fixed Int. 1928. Industrial 1/7/35.
Gold Mines 12/1/58. SE Activity 1974
Latest Index 01-246 8028.
*Nil=12.21

HIGHS AND LOWS

	1983/84 High	1983/84 Low	Since Compilat'n High	Since Compilat'n Low
Govt. Secs.	83.77 (9/1/84)	77.00 (24/1/83)	127.4 (9/1/35)	49.18 (3/1/75)
Fixed Int.	87.47 (30/1/84)	79.03 (1/2/83)	150.4 (28/11/47)	50.53 (3/1/75)
Ind. Ord.	840.5 (25/1/84)	598.4 (12/1/83)	840.5 (25/1/84)	49.4 (26/6/40)
Gold Mines	734.7 (15/2/83)	444.6 (1/11/83)	734.7 (15/2/83)	43.5 (26/10/71)

S.E. ACTIVITY

	Feb. 15	Feb. 14
—Daily		
Gilt Edged Bargains	147.1	155.7
Equities Bargains	123.0	115.6
Value	568.3	512.7
5-day Average		
Gilt Edged Bargains	151.0	153.6
Equities Bargains	129.9	131.1
Value	545.3	552.7

FT-ACTUARIES SHARE INDICES

These indices are the joint compilation of the Financial Times, the Institute of Actuaries and the Faculty of Actuaries

EQUITY GROUPS & SUB-SECTIONS

Figures in parentheses show number of stocks per section

		Thurs Feb 16 1984 Index No.	Day's Change %	Est. Earnings Yield % (Max.)	Gross Div. Yield % (ACT at 30%)	Est. P/E Ratio (Net)	Wed Feb 15 Index No.	Tues Feb 14 Index No.	Mon Feb 13 Index No.	Fri Feb 10 Index No.	Year ago (approx) Index No.
1	CAPITAL GOODS (205)	493.20	+0.6	8.62	3.64	15.03	490.11	484.62	478.86	478.99	442.78
2	Building Materials (25)	474.60	+0.2	10.79	4.66	11.54	473.88	468.64	465.48	466.00	430.01
3	Contracting, Construction (32)	750.78	+0.3	12.54	4.77	9.94	748.21	735.17	733.42	731.12	789.24
4	Electricals (15)	1728.92	+0.7	7.09	3.91	17.94	1717.05	1701.74	1670.87	1670.01	1634.45
5	Electronics (24)	1683.30	+1.0	8.41	2.19	15.61	1667.20	1650.33	1619.02	1632.39	0.00
6	Mechanical Engineering (64)	238.11	+0.6	9.87	4.79	12.52	236.79	233.40	230.47	229.13	210.49
8	Metals and Metal Forming (9)	201.69	+0.7	8.17	5.82	15.97	200.29	195.13	190.77	188.58	166.28
9	Motors (17)	134.98	+0.4	1.40	4.02	—	134.50	133.15	132.43	132.58	89.09
10	Other Industrial Materials (19)	620.15	+0.5	5.06	3.59	26.88	616.81	614.68	615.84	611.21	413.62
21	CONSUMER GROUP (196)	476.76	+0.1	10.37	4.26	11.79	476.21	474.07	470.35	470.51	418.18
22	Brewers and Distillers (23)	470.19	+0.2	12.85	5.13	9.62	469.43	469.18	461.11	459.75	479.77
25	Food Manufacturing (22)	385.55	+0.2	12.92	5.36	9.02	384.61	381.53	377.82	377.32	341.68
26	Food Retailing (12)	1072.59	−0.1	7.74	2.72	16.62	1073.27	1064.92	1062.24	1057.23	847.87
27	Health and Household Products (9)	717.51	−0.2	6.57	3.07	17.90	718.94	719.87	717.80	717.15	707.15
29	Leisure (23)	638.94	+0.6	8.66	4.42	14.87	635.24	631.36	628.37	633.63	510.69
32	Newspapers, Publishing (15)	1246.10	+1.0	7.94	3.91	15.04	1233.62	1214.81	1203.33	1204.24	733.41
33	Packaging and Paper (15)	243.32	+1.9	10.12	4.11	12.21	238.72	235.79	234.00	233.39	170.70
34	Stores (47)	422.49	−0.3	8.14	3.67	16.68	423.94	421.21	422.06	423.42	357.00
35	Textiles (19)	275.62	+0.7	11.02	4.41	10.50	273.78	272.21	269.81	268.72	196.24
36	Tobaccos (3)	546.69	—	18.81	5.99	6.01	546.48	547.50	530.43	533.15	491.75
39	Other Consumer (8)	467.14	+0.8	10.89	5.65	—	463.26	458.01	460.62	454.58	371.29
41	OTHER GROUPS (83)	432.23	+0.7	7.71	4.15	16.41	429.24	424.36	422.53	422.71	319.76
42	Chemicals (16)	685.57	—	7.31	4.22	18.12	685.42	680.25	595.88	597.35	416.59
44	Office Equipment (5)	136.04	+0.2	6.41	5.45	21.54	135.78	133.07	129.86	130.42	103.91
45	Shipping and Transport (14)	863.55	+0.7	7.35	4.70	18.39	857.29	847.71	842.88	840.66	575.32
46	Miscellaneous (48)	564.59	+1.3	8.27	3.82	14.48	557.04	549.75	550.17	549.57	454.33
49	INDUSTRIAL GROUP (484)	480.50	+0.4	9.36	4.04	13.34	478.70	474.96	470.88	471.04	414.23
51	Oils (16)	1016.35	+0.7	10.97	5.82	11.07	1009.88	1005.41	1006.16	995.35	740.40
59	500 SHARE INDEX	525.39	+0.4	9.63	4.33	12.90	523.12	519.40	515.74	514.95	441.23
61	FINANCIAL GROUP (121)	379.34	−0.3	—	5.16	—	380.51	377.56	375.68	375.23	297.16
62	Banks (6)	400.78	+0.5	21.42	6.39	5.07	398.71	396.58	393.44	396.29	301.62
63	Discount Houses (8)	425.57	+1.4	—	6.62	—	419.49	398.71	398.71	404.56	296.75
65	Insurance (Life) (9)	516.45	−1.6	—	4.36	—	525.03	523.76	529.81	533.82	379.80
66	Insurance (Composite) (9)	249.47	−1.4	—	6.64	—	252.91	252.35	251.78	248.68	196.64
67	Insurance Brokers (6)	646.95	−1.0	10.58	4.45	13.03	653.70	643.65	648.53	646.61	563.72
68	Merchant Banks (12)	243.51	+0.8	—	3.89	—	241.65	238.18	236.49	236.00	166.46
69	Property (53)	540.44	+0.1	5.50	3.67	24.38	540.11	533.80	525.88	520.77	452.19
70	Other Financial (18)	272.91	+0.3	10.18	5.03	11.77	272.10	269.05	265.69	266.00	232.48
71	Investment Trusts (107)	499.13	+0.5	—	3.59	—	496.54	491.77	492.66	492.92	405.88
81	Mining Finance (4)	314.84	+1.3	8.37	4.63	14.66	310.73	306.91	305.36	304.70	265.36
91	Overseas Traders (15)	573.43	−0.3	8.65	6.53	15.00	574.94	570.75	563.46	559.47	444.09
99	ALL-SHARE INDEX (747)	490.92	+0.3	—	4.46	—	489.33	485.66	482.65	481.97	406.37

FIXED INTEREST

	PRICE INDICES	Thurs Feb 16	Day's change %	Wed Feb 15	xd adj. today	xd adj. 1984 to date
	British Government					
1	5 years	118.78	+0.03	118.74	—	1.22
2	5-15 years	131.43	+0.17	131.20	—	2.13
3	Over 15 years	141.56	+0.09	141.44	—	0.58
4	Irredeemables	152.67	+0.57	151.81	—	0.00
5	All Stocks	130.42	+0.12	130.27	—	1.50
6	Debentures and Loans	108.12	+0.01	108.11	—	1.26
7	Preference	81.56	−0.01	81.57	—	1.39

	AVERAGE GROSS REDEMPTION YIELDS		Thurs Feb 16	Wed Feb 15	Year ago (approx)
	British Government				
1	Low	5 years	9.62	9.63	8.98
2	Coupons	15 years	10.17	10.17	10.48
3		25 years	9.80	9.81	10.64
4	Medium	5 years	10.84	10.87	11.33
5	Coupons	15 years	10.68	10.69	11.38
6		25 years	10.10	10.12	10.96
7	High	5 years	10.98	11.02	11.43
8	Coupons	15 years	10.85	10.86	11.61
9		25 years	10.20	10.21	11.11
10	Irredeemables †		9.73	9.79	10.51
11	Debs & Loans	5 years	11.42	11.43	12.49
12		15 years	11.58	11.58	12.58
13		25 years	11.60	11.60	12.67
14	Preference †		12.02	12.02	12.89

† Flat yield. Highs and lows record, base dates, values and constituent changes are published in Saturday issues. A new list of constituents is available from the Publishers, The Financial Times, Bracken House, Cannon [illegible], London, EC4P 4BY, price 15p, by post 28p

RECENT ISSUES

EQUITIES

Issue price	Amount paid up	Latest Renunc. date	1983/84 High	1983/84 Low	Stock	Closing price	+ or −	Net Div.	Times Covered	Gross Yield	P.E. Ratio
§§	F.P.	—	24	14½	Aberfoyle Plants 5p	24	+5	—	—	—	—
§58	F.P.	9/3	90	70	✤*Assoc. Energy Ser. 5p*	73	.....	b1.0	3.9	2.0	15.0
††	F.P.	—	£82½	£45½	Bell Atlantic Corp $1	£49⅜	.....	Q$6.40	—	9.1	—
††	F.P.	—	£60	£59	BellSouth Corp $1	£65¾	..	Q$7.80	—	8.4	—
¶93	F.P.	—	200	180	✤CML Mic'stems 10p	195	−3	b1.4	3.4	1.0	41.5
¶275	F.P.	2/3	333	271	Cable & Wireless 50p	333	.....	h5.47	3.5	2.4	14.5
‖	F.P.	—	95	88	✤Circaprint Hldgs 10p	90	.....	u0.7	7.7	1.1	12.6
‖	F.P.	—	255	205	✤Gibbs Mew	205	....	4.65	1.6	3.2	26.8
§91	F.P.	24/2	98	94	✤GrosvenorSq.Pp.10p	97	.....	b5.0	2.3	7.4	7.2
§35	F.P.	—	40	39	✤Kent (John) 5p	39	−½	bq1.25	2.2	4.5	14.3
‖	F.P.	—	105	97	✤LPA Inds. 10p	97	..	u2.45	2.5	3.6	15.6
††	F.P.	—	£46½	£42½	NYNEX Corp. $1	£43⅜	.....	Q$6.00	—	9.8	—
††	F.P.	—	£44	£36	Pacific Telesis 10c	£40⅝	..	Q$5.40	—	9.5	—
§60	F.P.	—	69	64	✤Radio Clyde N/V	66		3.0	1.4	6.5	15.4
††	F.P.	—	£46	£41	SouthwestonBell $1	£42¼	...	Q$5.60	—	9.3	—
100	F.P.	27/1	95	85	✤Synterials 10p	85	..	—	—	—	—
§105	F.P.	—	114	108	✤Unibond	108	..	b2.8	2.9	3.7	17.5
††	F.P.	—	£45½	£39	US West Inc. $1	£42		Q$5.40	—	9.1	—
¶130	F.P.	17/2	177	131	V G Instruments 10p	167	−1	b1.4	5.6	1.2	21.4
§110	F.P.	3/3	166	140	✤Valin Pollen Int'l. 5p	156		1.6	3.1	1.5	31.8
§10	F.P.	31/1	19	16	✤Welpac 10p	16½		bg0.5	4.1	1.7	17.8
§50	F.P.	—	54	44	✤Xyllyx 10p	49	+4	—	—	—	—

FIXED INTEREST STOCKS

Issue price £	Amount paid up	Latest Renunc. date	1983/84 High	1983/84 Low	Stock	Closing price £	+ or −
**	F.P.	—	135	120	Allied Textile 10% Cnv. Uns. Ln. 1993	128	......
**	F.P.	—	106	105½	Atlanta Inv.Tst. 7½% Cnv. Red. Cum. Prf.	105½	...
**	F.P.	—	103	101	BAT Inds. 12¼% Uns. Ln. 2003-08	103	+¼
**	F.P.	—	100	98½	Do. Fltg. Rate Cap. Nts. 1986-90	100	+¼
97.072	£25	—	25¾	25¼	Brixton Est. 11¾pc 1st Mort. Deb. 2023	25¾	
**	F.P.	—	111½p	108½p	Bulmer (H.P.) 8¾% 2nd Cum. Prf	111½p	
99.15	£25	22/3	27¼	24¾	Elf (U.K.) 12¼% Uns. Ln. '91	27¼	+⅛
99.714	£30	26/4	33⅝	30	Int. Bk. for Rec. & Dev. 11.5% Ln. 2003	32½	...
100	F.P.	—	101½	99	Kensington & Chelsea 11.15% Red. 2006	101½	+¼
‖	£30	10/11	48	30½	Lon. Shop Prop. 9pc Cnv. 94-99 Ser II.	43	
§96.711	£25	15.6	25⅛	24½	MEPC 10¾pc 1st. Mort. Deb. 2024	24⅝	......
¶101	£10pd	—	10½	10¼	Mid Southern Wtr. 6½% Red. Prf. 1991	10¼	....
—	F.P.	—	100⅛	100	Nationwide 10⅛% Bds. 28/1/85	100⅛	...
—	F.P.	—	100⅛	100	Do. 10⅛pc 18/2/85	100⅛	...
§97.80	£25	—	25¾	25½	Province de Quebec 12¼% Ln. 2020	25¾	+⅛
99.44	£25	13/4	27¾	25¼	Queens Moat 12% 1st Mort. Deb. 2013	27	..
100	F.P.	—	100¼	98¼	Rochdale Met. Bor. 11.10% Red. 2006	100¼	...
**	F.P.	30/3	102½	101¾	Slough Ests. 12⅛% Uns. Ln. 2009	102½	+¼
99.393	£30	31/3	32¼	29¾	Spain 12% Ln. 1988	32½	...

"RIGHTS" OFFERS

Issue price	Amount paid up	Latest Renunc. date	1983/84 High	1983/84 Low	Stock	Closing price	+ or −
300	*F.P.*	*17/2*	*436*	*400*	*Carlton Communications 5p*	*410*	.....
R28.20	Nil	17/2	408	150	East Dagga Linked Units	330	−55
—	F.P.	—	148	138	Do. Options	148	..
160	F.P.	3/2	208	196	Ellis & Everard	200	−2
32	F.P.	24/2	47	35	Herman Smith 10p	44	....
32	F.P.	6/2	39	34½	Jones (Edward) 10p.	35½	......
30	F.P.	9/3	58	45	Meggitt 5p	46	....
350	Nil	—	44pm	28pm	Sketchley	34pm	....

Renunciation date usually last day for dealing free of stamp duty. *b* Figures based on prospectus estimates. *d* Dividend rate paid or payable on part of capital; cover based on dividend on full capital. *g* Assumed dividend and yield. *u* Forecast dividend cover based on previous year's earnings. F Dividend and yield based on prospectus or other official estimates for 1984. H Dividend and yield based on prospectus or other official estimates for 1983-84. Q Gross. *p* Pence unless otherwise indicated. ¶ Issued by tender. ‖ Offered to holders of ordinary shares as a "rights." ** Issued by way of capitalisation. §§ Reintroduced. ¶¶ Issued in connection with reorganisation merger or take-over. ▮ Allotment letters (or fully-paid). ‖‖ Introduction. ✤ Unlisted Securities Market. § Placing price. †† Official London Listing. ‖ No par value.

OPTIONS

First Dealings	Last Dealings	Last Declaration	For Settlement
Feb 6	*Feb 17*	*May 10*	*May 21*
Feb 20	Mar 2	May 31	June 11
Mar 5	Mar 16	June 14	June 25

For rate indications see end of Share information Service

Call options were arranged in **A. G. Stanley, Bowater, Phoenix Assurance, Smith St Aubyn, Kia-Ora, Inter-City, Charterhall, Charterhouse, Neil and Spencer, Burmah Oil, Amber Day, Aran Energy, London Investment Trust, John Brown, Joseph Webb, Blackwood Hodge, Queens Moat Houses, RHP, Gestetner A, Brunswick Oil, Bristol Oil and Minerals, Combined Technologies, Rowntree Mackintosh** and **Spear and Jackson.** Puts were transacted in **Inter-City, BP, Sheffield, Lonrho, Reed International, Dalgety and Hutchinson Whampoa.** A double was taken out in **Atlantic Resources.**

RISES AND FALLS YESTERDAY

	Rises	Falls	Same
British Funds	53	11	39
Corpns. Dom. and Foreign Bonds	13	4	61
Industrials	357	202	854
Fin. and Props.	121	80	323
Oils	27	23	71
Plantations	7	2	11
Mines	59	27	75
Others	38	66	77
Totals	685	415	1,511

ACTIVE STOCKS

Above average activity was noted in the following stocks yesterday.

Stock	Closing price	Day's change
Aspinall Holdings	152	− 3
Burmah Oil	193	+ 3
Cons. Gold Fields	579	+12
Johnson Matthey	280	+ 8
Lorlin Elect.	150	+17
Macpherson (D.)	58½	+ 5
Metal Closures	158	+13
Phoenix Assurance	458	−12
Rowe Evans Invs.	92	+ 9
Royal Bank of Scot.	234	+12
TI	246	− 4
Wimpey (Geo.)	153	+ 6

WEDNESDAY'S ACTIVE STOCKS

Based on bargains recorded in Stock Exchange Official List.

Stock	No. of changes	Wed. close	Day's change
Birmid Qualc'st	26	78	+12
Alexanders Ds.	22	450	+52
TI	20	250	+10
Bio-Isolates	18	95	−18
Cbl. & W. p.p.	17	157	+15
Reed Executive	15	99	+22
Beecham	13	300	—
Phoenix Assc.	13	470	−15
BTR	12	417	− 2
Gestnr. A N/V	12	91	+11
Glaxo	12	740	− 5
ICI	12	604	+ 8
Lonrho	[illegible]	140	—
Racal Elect.	10	206	+ 6

NEW HIGHS AND LOWS FOR 1983/84

NEW HIGHS (90)

BRITISH FUNDS (14)
Exchoq 11¾pc '86
Treas 3pc 1986
Excheq 2½pc 1986
Treas 7¾pc '85-88
Excheq 10pc 1989
Treas 5pc '86-89
Treas 10pc Cv '90 (£65 pd)
Funding 5½pc '87-91
Excheq 11pc 1991
Excheq 13½pc 1994
Excheq 13¼pc 1996
Treas 13¼pc 1997
Treas 2pc 1990
Treas 2½pc 2011

INT BANK & O'SEAS GOVT STLG ISSUES (1)
Malaysia 12¼pc Ln 1988

BANKS (2)
Alexanders Discount
Royal Bank of Scotland

BUILDINGS (3)
Leech (Wm)
Raine Inds
Wimpey (Geo)

CHEMICALS (2)
Blagden Inds
Leigh Interests

STORES (5)
Combined English
French Connection
Lincroft Kilgour
Raybeck
W.W. Group

ELECTRICALS (6)
Crystalate
Int Signal & Control
Lorlin Elect
Micro Bus. Systems
Pericom
Tustall Telecom

ENGINEERING (10)
Birmid Qualcast
Cook (W.) (Sheffield)
Delta Group
Edbro
I.M.I.
Planet
R.H.P.
Rotork
600 Group
Stothert & Pitt

FOODS (3)
Argyll Group
Assoc Fisheries
Low (Wm)

HOTELS (2)
Norfolk Capital
Stakis

INDUSTRIALS (17)
Attwoods
BWG
Barrow Hepburn
Bridport-Gundry
BB & EA
Cookson
Courtney Pope
Datastream
Duport
Elbief
Euro Ferries
Gestetner A N/V
PCT
Reed Executive
Spear (J. W.)
Utd Guarantee
'W' Ribbons

LEISURE (1)
Grampian TV A

MOTORS (1)
Flight Refuelling

NEWSPAPERS (4)
Collins (William)
Do. A
Routledge & Kegan Paul

PAPER (4)
Boase Massimi Pollitt
DRG
Olives Paper
Smith (David S.)

PROPERTY (3)
Capital & Counties
Country and New Town
Priest Marians

SHOES (1)
FII

TEXTILES (1)
Illingworth Morris A

TRUSTS (1)
Globe

OILS (1)
Berkeley Expl'n

OVERSEAS TRADERS (1)
R.E.A. Hldgs

PLANTATIONS (4)
Anglo-Indonesian
Bertram Hldgs
Grand Central Inv
Rowe Evans Invs

MINES (3)
Impala Plat.
Emperor Mines
Whim Creek

NEW LOWS (5)

AMERICANS (1)
Public Serv Elec & Gas

INDUSTRIALS (1)
Security Services

PAPER (1)
Ferry Pickering

OILS (1)
Petro Energy

MINES (1)
Wankie Colliery

FTSE 100 INDEX

Close	1035.0 (+2.0)
Day's high	1035.6 (3.26 pm)
Day's low	1030.4 (9.35 am)

(Base value=1000 (Jan 3 1984)

LONDON TRADED OPTIONS

Option		Calls Apr.	Calls July	Calls Oct.	Puts Apr.	Puts July	Puts Oct.
B.P. (*423)	390	43	50	—	8	13	—
	420	25	33	40	25	33	38
	460	8	16	20	58	63	68
Cons. Gold (*579)	460	125	127	—	3	5	—
	500	87	92	104	8	10	16
	550	45	57	67	20	25	37
	600	20	33	48	42	55	67
	650	6	—	—	80	—	—
Courtaulds (*140)	90	51	53	—	0¼	—	—
	100	41	43	—	1½	2	—
	110	32	34	—	1½	3	—
	120	23	26	—	1½	4	—
	130	16	19	22	3½	6	7
	140	8	13	17	7	10	12
	160	3	7	8	22	25	25
Com. Union (*172)	140	39	45	—	1½	5	—
	160	24	28	31	6	9	12
	180	9	13	19	17	22	25
	200	3	6	8	34	35	38
G.E.C. (*186)	160	30	36	—	2	4	—
	180	16	24	32	7	11	13
	200	7	13	19	20	22	24
	220	2	7	—	38	38	—
Grand Met. (*358)	300	65	69	—	3	4	—
	330	36	42	52	6	13	16
	360	18	25	32	17	22	30
	390	6	—	—	40	—	—
I.C.I. (*604)	500	106	—	—	2	—	—
	550	60	72	—	6	12	—
	600	28	42	56	26	32	38
	650	8½	17	30	56	68	74
Land Secur. (*264)	214	54	60	—	2	2	—
	236	35	42	—	3	5	—
	240	32	38	44	4	7	11
	257	17	25	—	9	13	—
	260	16	24	32	12	15	20
	280	6	15	20	23	29	35
Marks & Sp. (*219)	180	43	—	—	2	—	—
	200	25	29	—	4	5	—
	220	10	14	20	8	12	13
	240	3	6	8	24	26	30
Shell Trans. (*623)	500	127	130	—	2	5	—
	550	78	80	—	7	15	—
	600	47	53	60	13	25	33
	650	16	27	32	40	50	57

Option		Calls Feb.	Calls May	Calls Aug.	Puts Feb.	Puts May	Puts Aug.
Barclays (*527)	420	110	112	—	1	2	—
	460	70	70	82	2	4	9
	500	30	45	55	2	17	20
	550	2	20	28	27	42	50
	600	1	5	12	77	87	90
ImperialGp. (*146)	110	36	38	—	0¼	1	—
	120	26	28	—	0¼	1	—
	130	16	19	23	0¼	3	4
	140	7	11	14	2½	8	10
	160	0½	5	7½	17	19	21
LASMO (*323)	240	90	103	105	1½	3	6
	260	70	83	90	1½	7	17
	280	50	70	77	2	14	23
	300	30	50	62	4	22	30
	330	8	30	40	18	33	38
	360	2	14	27	40	48	53
	390	1	8	—	—	—	—
Lonrho (*139)	100	40	40	40	0¼	1	1½
	110	30	30	30	1	1	2½
	120	20	20	20	1	3½	4½
	130	10	11	14	1	6	10
	140	3	6	8½	5	13	16
P. & O. (*270)	200	71	76	—	2	2	—
	220	51	56	—	2	2	—
	240	31	40	46	2	3	5
	260	13	25	32	3	9	14
	280	3	15	22	13	19	27
Racal (*208)	180	30	38	46	2	5	6
	200	9	24	32	4	11	16
	220	2	12	20	16	26	28
R.T.Z. (*659)	483	179	—	—	—	—	—
	500	162	—	—	0½	—	—
	533	129	—	—	0½	—	—
	550	112	125	135	1	5	8
	583	79	—	—	1	—	—
	600	62	80	87	2	12	18
	650	18	42	53	8	27	37
	700	3	23	30	47	57	65
Vaal Reefs (*$120)	90	29½	31½	34	0½	1	2
	100	19½	23½	26½	0¾	2½	6
	110	9½	16½	18½	0¾	5½	10½
	120	2½	10½	12½	*3*	*10*	16½
	130	0¾	5½	—	12	16	—

Option		Calls Mar.	Calls June	Calls Sep.	Puts Mar.	Puts June	Puts Sep.
Beecham (*300)	300	15	30	35	14	20	24
	330	5	11	14	37	48	43
Bass (*308)	300	22	32	37	5	12	17
	330	5	13	17	30	32	37
De Beers ($*835)	700	145	166	—	2	—	—
	750	95	110	128	9	23	30
	800	50	77	95	25	42	55
	850	27	48	63	48	73	85
Guest Keen (*206)	160	48	49	54	1	2	3
	180	28	31	35	2½	7	9
	200	16	22	24	6	15	19
	220	5½	12	16	21	25	29
Hanson (*170)	133	40	46	—	1	2	—
	147	26	31	—	1	2	—
	160	15	21	25	5	8	10
	173	9	15	18	10	13	15
	180	5	11	16	15	16	19
	187	4	8	12	21	23	26
	200	3	5	7	33	36	37
Tesco (*173)	160	17	23	27	3½	5	6
	180	6	10	13	13	15	17

Feb. 16. Total Contracts. 2,007 Calls 1,463 Puts. 544.
* Underlying security price.

FT LONDON SHARE INFORMATION SERVICE

BRITISH FUNDS

"Shorts" (Lives up to Five Years)

1983-84 High	Low	Stock	Price £	+ or -	Yield Int.	Red.
104⅜	100⅝	Exchequer 14pc 1984	101⅛	......	13.85	9.34
98⅛	92½	Exch. 3pc 1984	98⅛	......	3.06	8.67
102 11/16	100 11/16	Treasury 12pc 1984	101⅜	......	11.84	9.49
107 11/16	104 13/16	Treasury 15pc 1985	105 1/16xd	-1/16	14.28	9.65
107	101 1/16	Exch. 12pc Cnv. '85	102 5/16xd	.....	11.70	9.53
94 3/16	88⅝	Treasury 3pc 1985	94 3/16	......	3.18	7.71
102½	99⅜	Treasury 11½pc 1985	102 7/16		11.23	9.59
102	95	Treas 8¼pcCnv '85	99⅜xd	+1/16	8.81	9.18
103⅛	100⅛	Exch. 12¼pc 1985	103½	......	11.84	9.98
103 1/16	99 3/16	Exch. 11¾pc '86	103 1/16xd	+1/16	11.40	10.03
102¼	97¼	Treas 10pc Cnv 1986	100¾		9.93	9.57
89 11/16	85⅝	Treasury 3pc 1986	89 11/16	+1/16	3.34	8.09
101 13/16	97 5/16	Exch. 10½pc Cv '86	101⅛	......	10.38	9.91
103 13/16	100 1/16	Treasury 12pc '86	103¼	......	11.62	10.35
98¼	94⅜	Treasury 8½pc '84-86‡‡	98¼	......	8.65	9.32
109 5/16	105 5/16	Exch. 14pc 1986	107 13/16	......	12.99	10.55
86⅝	84½	Exch 2½pc 1986	86⅝	+1/16	2.89	7.98
107¾	103⅝	Exch. 13¼pc 1987	106 5/16		12.43	10.56
100 5/16	95⅞	Treas 10¼pc Cnv '87	99 11/16	-1/16	10.28	10.36
85 11/16	80¼	Exchequer 2½pc 1987	85 11/16xd		2.92	7.87
100 1/16	95⅜	Exch. 10½pc 1987	99¾		10.53	10.57
93¼	88⅛	Funding 6½pc '85-87‡‡	92⅜	+1/16	7.04	9.38
98 11/16	96	Treas 10pc 1987	98 5/16	-1/16	10.17	10.58
86	80¼	Treasury 3pc 1987	84 11/16	+1/16	3.54	8.24
104⅝	99⅜	Treas 12pc 1987	103 5/16		11.59	10.78
94½	89⅜	Treasury 7¾pc '85-88‡‡	94½	+⅛	8.20	9.44
101½	95½	Exch 10½pc '88	99½	......	10.55	10.63
98⅛	95 13/16	Treas 9¾pc Conv '88	97 5/16		10.47	10.47
81⅞	75¾	Transport 3pc '78-88	81¼	......	3.67	8.03
96¾	90¾	Treas. 9½pc '88	95½	.....	9.95	10.72

Five to Fifteen Years

1983-84 High	Low	Stock	Price £	+ or -	Yield Int.	Red.
106¼	95¾	Treasury 11½pc 1989	102½xd	+⅛	11.20	10.80
103	94¼	Treas 10½pc 1989	101	+3/16	10.59	10.70
98½	96⅛	Exch 10pc 1989	98½	+3/16	10.32	10.75
84⅞	76	Treasury 5pc '86-89	84⅞	+⅛	6.01	8.83
114	103	Treasury 13pc 1990‡‡	109⅛	+¼	11.97	10.97
110⅞	100⅞	Exch. 12½pc 1990	105⅝xd	+¼	11.71	10.96
93¾	86¼	Treasury 8¼pc '87-90‡‡	91¾	+⅛	9.14	10.57
66	20	Treas 10pc Cv '90 (£65pd)	66	+1/16	10.33	10.63
108¼	97	Treasury 11¾pc 1991	104½	+¼	11.38	11.04
83⅞	74⅝	Funding 5¾pc '87-91‡‡	83⅞	+⅛	7.03	9.30
103⅝	95⅞	Exch. 11pc 1991	103⅝	+¼	10.98	10.95
114⅜	102	Treasury 12¾pc '92‡‡	109½	+⅜	11.74	11.08
100⅝	88¼	Treasury 10pc 1992	96¼xd	+¼	10.38	10.68
111⅛	98½	Exch. 12¼pc '92	105⅞xd	+¼	11.54	11.12
117	106½	Exchequer 13½pc '92	111⅛xd	+⅛	12.01	11.22
114	101¼	Treasury 12½pc '93‡‡	109⅜	+⅜	11.55	11.07
79⅜	71	Funding 6pc 1993‡‡	76¼xd	+¼	7.84	9.83
120¼	110½	Treasury 13¾pc 1993‡‡	118⅜	+⅜	11.94	11.15
126¾	112⅜	Treasury 14½pc '94‡‡	120¼xd	+⅜	12.02	11.05
117⅞	109⅛	Exchequer 13½pc 1994	117⅞	+⅜	11.87	11.20
114⅛	100½	Exch 12½pc 1994	108⅛xd	+¼	11.54	11.15
94⅝	86¼	Treasury 9pc '94‡‡	92⅝		9.96	10.51
118¼	98	Treasury 12pc '95	106½	+⅜	11.35	11.07
65¼	61½	Gas 3pc '90/95	63½		4.79	8.15
101¾	88¼	Exch. 10¼pc 1995	96⅞	+⅛	10.66	10.85
116⅝	106⅛	Treasury 12¾pc '95‡‡	114⅛	+¼	11.44	10.97
126⅛	110	Treas. 14pc '96	119⅜	+⅛	11.83	11.16
94⅜	83¼	Treasury 9pc '92/96‡‡	89⅞xd		9.95	10.42
133⅞	121¼	Treasury 15¼pc '96‡‡	131⅞	+⅛	12.01	11.15
119	109¼	Exchequer 13¼pc '96‡‡	119	+⅛	11.46	10.90
70	58	Redemption 3pc 1986-96	68		4.49	6.99
116¾	107	Treasury 13¼pc '97‡‡	116¾	+⅛	11.44	10.93
104½	89½	Exchequer 10½pc 1997	98⅜xd	......	10.66	10.72
92½	80½	Treasury 8¾pc 1997‡‡	87xd		10.02	10.53
132	120¼	Exch 15pc 1997	131½	+¼	11.82	11.12
25	24⅛	Exch 9¾pc '98 (£25pd)	24 11/16	+1/16	10.33	10.52
78⅜	69½	Treasury 6¾pc '95-98‡‡	76½	......	9.06	10.18
138¼	124¼	Treas. 15½pc '98‡‡	138⅛	+⅛	11.73	11.01
114½	102	Exch. 12pc 1998	111⅝	......	11.04	10.79
99	86¼	Treasury 9½pc 1999‡‡	93⅜	......	10.23	10.44

Over Fifteen Years

1983-84 High	Low	Stock	Price £	+ or -	Yield Int.	Red.
116¾	103¾	Exch. 12¼pc 1999	115⅝	......	11.06	10.78
104⅛	92¼	Treasury 10½pc 1999	102¼	-⅛	10.54	10.54
101½	98	Convers'n 10¼pc 1999	100¼	+⅛	10.48	10.53
124¼	106	Treas. 13pc 2000	118½	......	11.08	10.73
128⅞	113¾	Treas. 14pc '98-01	124⅞	+⅛	11.52	10.97
116⅝	99¼	Exch. 12pc '99-02	110½	+⅛	10.94	10.68
130	111	Treas. 13¾pc 2000-03	123¼	......	11.19	10.75
114⅞	99⅛	Treasury 11½pc '01-04	108⅛xd	......	10.54	10.36
50⅝	43½	Funding 3½pc '99-04	49¼	+⅛	7.15	9.02
122⅝	106½	Treasury 12½pc '03-05	120⅝	+⅛	10.63	10.37
87½	77¼	Treasury 8pc '02-06‡‡	86⅛	......	9.62	9.87
117⅝	99	Treasury 11¾pc 03-07	112⅜	+¼	10.53	10.34
132⅛	115	Treas. 13½pc '04-08	131⅛	+⅛	10.73	10.41
65½	53¼	Treasury 5½pc '08-12‡‡	61¼xd		8.95	9.41
87⅛	71⅞	Treasury 7¾pc '12-15‡‡	82	......	9.51	9.63
122½	106¼	Exch. 12pc '13-'17	121⅛	+⅛	10.07	9.97

Undated

1983-84 High	Low	Stock	Price £	+ or -	Yield Int.	Red.
42	35¼	Consols 4pc	40⅛	+⅛	10.01	—

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INDUSTRIALS—Continued

1983-84 High	Low	Stock	Price	+ or —	Div. Net	C'vr	Y'ld Gr's	P/E
52	32½	MCD Group	51	—	d1.0	2.2	2.8	23.3
		for MMT Computing see Electricals						
29	16	M.Y. Dart. 10p	25	+½	20.25	—	1.3	—
212	134	M'c'rthy Ph. 20p	153	+2	7.0	2.8	6.6	6.7
148	128	Macfarlane Gp.	144	.....	†3.52	2.1	3.5	17.6
46	33	Maclellan 20p	37	.....	d1.5	1.6	5.8	13.3
63	31	Macpherson (D.)	58½	+5	4.2	0.6	10.3	(3.5)
56	41	Magnolia Group	55	.....	2.3	3.2	6.0	6.5
72	50	♦Manager Hldgs. 10p	55	−3	—	—	—	58.7
185	65	Man. Ship Can. £1	185	.....	5.5	♦	4.4	♦
86	48	Marley	84	+1	†2.5	0.5	4.2	(80)
49½	30½	Marling Ind. 10p	47	.....	†1.08	1.7	3.3	(21.2)
34	25	Marshall L'sy. 'A'	32	.....	‡1.2	—	‡	—
70	44	Marshall's Univ	60	−4	B—	—	—	118.4
32½	23	Martin-Black	29	.....	—	—	—	—
£130	£83	♦Mathesons 7¼%	£108	.....	07¼%	2.3	†7.2	—
352	154	Metal Box £1	344	+16	†11.55	3.2	4.8	(8.4)
168	104	Metal Closures	158	+13	5.7	1.8	5.2	(10.3)
36½	14	♦Metal Sciences 2½p	23	−1	—	—	—	—
19	6	MettoyeJenique	14½	.....	0.01	—	0.1	—
147	70	♦Midland Marts	112	+3	4.0	2.1	5.1	13.4
56	20	Molben Grp 1p	26	+2	†0.19	25.4	1.0	6.5
£271	£150	M'santo 5pc 82-6	£209xd	.....	Q5%	—	†2.4	—
147	76	Morgan Crucible	138	.....	†7.5	0.6	7.8	(4.8)
90	54	Moss (Robt.) 10p	86	.....	†2.0	2.4	3.3	15.9
245	155	♦NMW Computers	228	+3	4.0	4.0	2.6	13.6
67	42½	Nash Inds.	62	.....	4.0	2.7	9.2	7.2
38	11	Ne&&Sp'ncer10p	36	.....	—	—	—	—
64	45	New Equip 10p.	45	.....	1.15	6.8	3.6	5.8
73	20	Nolton	58	−2	1.0	2.9	2.5	20.4
175	117	Norcros	161	+2	b7.0	2.3	6.2	9.7
89	46	Nu-Swift 5p	65xd	.....	2.14	1.5	4.7	20.9
140	90½	Oakwood Grp	95	.....	d6.5	—	9.8	—
325	180	Office & Elect	180	−3	7.5	2.8	6.0	8.4
950	700	Oriflame Intl SA	780	−25	†Q50c	2.2	5.0	9.0
40	13½	Overstone 12½c	36	.....	†Q3½c	2.8	5.7	6.4
£146	£93½	Ozalid Fin. Cv.	£133	.....	Q9%	—	†7.0	—
173	150	♦PCT Group 10p	173	+3	b4.8	2.1	3.9	16.4
84	45	P. H. Industrials	82	+2	†5.0	2.0	8.7	6.6
231	177	Parker Knoll 'A'	202	.....	8.5	2.9	6.0	7.8
304	232	Pauls & Whites.	245	.....	8.0	3.5	4.7	6.7
452	270	Pearson(S.) & Son	422	−2	†11.2	2.7	3.8	10.9
42	10	Peek Holdings	33	.....	—	—	—	17.3
107	82	Peerless	107	.....	6.3	1.5	8.6	(9.6)
99	49	Pentland 10p	82	.....	†1.83	2.8	3.2	(12.0)
23	9	Pentos 10p	18	.....	B—	—	—	—
33	17	Phillips Patents	32	.....	1.25	1.8	5.6	(11.0)
633	358	Photo-Me 50p	555	+10	h7.88	5.7	2.0	9.7
275	155	Pilkington Br. £1	270	.....	10.5	2.5	5.6	(8.2)
£213	£99	Pitn'y Bowes Ln.	£167	.....	Q5½%	—	3.4	—
42	24	Plastic Const. 10p	41	.....	2.38	♦	8.6	♦
11	6	Platignum 5p	8½	.....	B—	—	—	—
357	135	Polly Peck ½p	332	+15	2.8	7.3	1.2	11.8
24½	12	Polymark 10p	19	.....	—	—	—	—
97	67	Do. Cnv. Red Pf £1	80	.....	10%	—	17.9	—
620	540	Portals	563	+3	†15.5	3.6	3.9	12.8
348	215	Powell Duff. 50p	332	+2	†14.25	1.6	6.1	12.6
260	173	Prestige Group	257	−1	s8.25	2.3	4.7	12.5
170	108	Pritchard Svs.	118½	+4	t3.45	2.0	4.2	16.6
34	27	♦Protimeter 5p	34	.....	u0.7	2.7	2.9	17.8
90	66	R.F.D. Group 10p	90	.....	†3.08	2.7	4.9	8.9
95	33	Radiant Metal	63	.....	1.0	0.8	2.3	83.7
244	104	Rank Org.	241	−1	10.0	ϕ1.8	6.1	(27)
450	372	Reckitt & Colman	420	−2	†10.75	2.7	3.7	11.8
127	73	Redfearn Glass	83	.....	0.1	—	0.2	—
101	19	Reed Exec 10p	101	+2	0.88	♦	1.3	♦
452	230	Reed Intl. £1	432	+6	14.0	2.9	4.6	9.4
44	22	Reliance Ind 20p	37	.....	†1.75	2.7	6.9	6.1
124	97	Relyon	113	.....	†4.42	1.9	5.6	13.5
235	164	Renown Inc Y50	194	.....	Q25%	2.1	2.0	23.9
100	83	Renwick Group	100	.....	—	—	—	63.8
170	102	Restmor	170	.....	†6.5	2.4	5.5	10.9
37½	20	Rexmore	32	.....	†1.3	1.9	5.8	10.6
154	84	Ricardo	118	+4	†2.5	2.7	3.0	14.6
15	8	Rock 10p	10	.....	—	—	—	—
48	16	Rockware	31	.....	—	—	—	8.8
178	80	♦Rolfe & Nolan 10p	175	.....	2.75	4.1	2.2	13.9
132	90	Ropner	92	.....	4.5	2.2	7.0	9.1

LEISURE—Continued

1983-84 High	Low	Stock	Price	+ or —	Div. Net	C'vr	Y'ld Gr's	P/E
233	139	LWT "A"	230	.....	11.08	1.8	6.9	10.1
*147	42	Leisuretime Int 10p	46	.....	1.8	♦	5.7	♦
48	37	♦MUE Facilities 10p	48	.....	b1.4	1.6	4.2	(18.0)
132	97	Mogmt. Ag. M. 10p	132	+6	8.75	♦	9.9	♦
115	52	Medminster 10p	76	.....	4.4	1.7	8.3	9.9
170	110	♦Miss World 10p	140	.....	b3.0	2.5	2.9	20.3
24½	17½	♦Nationwide 5p	23	.....	—	—	—	—
128	17	♦Nimslo Int 20c	22	.....	—	—	—	—
128	45½	Norton Opax 10p	115	.....	†2.17	4.3	2.7	8.3
30	22½	♦Owners Abroad	28½	.....	0.5	4.5	2.5	12.8
50	35	Photax (Lon.)	44	+4	—	—	—	—
*147	84	♦Phoenix Leisure 5p	118	−2	d1.5	4.0	1.8	15.0
363	217½	Pleasurama 5p	343	−2	6.5	♦	2.7	♦
173	108	♦Radio City 'A' NV	133	.....	5.6	1.9	6.0	12.3
209	122	Riley Leisure 10p	130	.....	†3.95	1.7	4.3	18.1
132	83	Saga Hols. 20p	112	.....	5.0	♦	6.5	♦
515	290	Samuelson Grp £1	340	.....	d12.0	2.7	5.2	10.2
130	94	Scott. TV 'A' 10p	129	−1	7.35	2.2	8.1	7.9
68	26	♦SelecTV 10p	31	.....	—	—	—	—
28	15½	TSW 5p	28	.....	1.2	2.2	6.1	10.8
110	30	♦TVS N/Vtg 10p	107xd	.....	2.0	♦	—	♦
29	19	♦Television Servs 10p	26	.....	b0.2	3.3	1.1	40.0
100	76	Tottenham Hotspur	86	−1	b4.0	1.9	6.6	(4.8)
142	64	Trid'nt TV 'A' 10p	129xd	−1	5.5	1.8	6.1	12.7
180	105	W21st Century Dist	105	.....	—	—	—	—
160	135	♦Tyne Tees TV 'A' £1	159	.....	8.25	2.4	7.4	8.2
25½	14	Webb (Jos.) 5p	21	−2	d0.51	0.5	3.5	—
93	75	Zetters 5p	93	.....	†3.1	3.0	4.8	9.8

MOTORS, AIRCRAFT TRADES

Motors and Cycles

High	Low	Stock	Price	+ or —	Div. Net	C'vr	Y'ld Gr's	P/E
81	18	B.L. 50p	62	.....	—	—	—	—
*68	43	♦Coleman Milne 10p	63	−1	†1.0	3.7	2.3	10.2
255	188	Gen. Mts. Units	255xd	.....	Q12c	—	3.3	—
347	215	Honda Motor Y50	298	−6	†Q20%	9.1	1.0	11.5
81	16	Lotus Car 10p	57	.....	—	—	—	—
38	12	♦Reliant Motor 10p	31	.....	—	—	—	9.8
£45	£30½	Volvo Kr50	£40¾	.....	vQ23%	♦	2.5	♦

Commercial Vehicles

High	Low	Stock	Price	+ or —	Div. Net	C'vr	Y'ld Gr's	P/E
50	28	E.R.F. (Hldgs.)	38	.....	B—	—	—	—
130½	74	Plaxtons (GB)	130xc	.....	h4.5	3.0	4.9	9.5
41	18	York Trailer 10p	35	−1	B—	—	—	—

Components

High	Low	Stock	Price	+ or —	Div. Net	C'vr	Y'ld Gr's	P/E
91	26	A.E.	90	+2	1.4	2.8	2.2	(46.1)
92½	45	Aerospace Eng.	45	.....	dh4.88	1.7	16.0	5.3
72	48	Abbey Panels	72	.....	—	—	—	—
28	19	Airflow Stream	21	.....	0.75	4.2	5.1	6.8
30	14	Armst'ng Eq. 10p	26½	+½	0.1	—	0.5	—
57	20	Automotive	49	.....	0.5	—	1.5	—
*23	10	Bluemel Bros.	15	+1	—	—	—	—
158	100	Dowty 50p	138xd	−1	†3.9	2.8	4.0	10.7
81	38	Dunlop 50p	41	.....	‡2.0	—	‡	—
269	167	Flight Refuelling	269	+22	†h2.01	3.8	1.1	28.0
*45	23½	Hmm.Smith 10p	45	.....	g0.5	1.9	1.6	43.1
60	37	Kwik-Fit Hldgs. 10p	50	+1	†1.5	2.4	4.3	13.5
223	124	Lucas Inds. £1	223	.....	8.6	0.6	5.5	(42.4)
102	23	Solex A 50p	91	+1	4.3	—	6.8	—
40	23	Supra Group 10p	35	.....	1.9	—	7.8	—
£355	£130	♦Technolux SA Fr100	£150	.....	FFr150	♦	11.7	♦
33	11	Woodhead (J.)	27	.....	0.1	—	0.5	—

Garages and Distributors

High	Low	Stock	Price	+ or —	Div. Net	C'vr	Y'ld Gr's	P/E
132	93	Adams Gibbon	132	+2	†4.63	2.7	5.0	8.7
12½	8	Alexanders 10p	10¼	−1¼	—	—	—	—
37	25	Appleyard Grp.	28	−1	—	—	—	—
156	98	Arlington Motor	150	.....	6.5	2.6	6.2	(7.8)
21½	9	BSG Int. 10p	19	.....	m0.1	—	0.8	—
180	138	Bramall (C. D.)	168	.....	†d6.0	2.9	5.1	9.8
138	75	Brit. Car Auct. 10p	138	−2	h2.63	2.0	2.9	24.5
158	112	Caffyns 50p	120	.....	4.5	—	5.4	—
46	33½	Cowie (T.) 5p	37	.....	d2.0	1.6	7.7	11.9
90½	66	Davis Godfrey	82	.....	†4.0	3.8	7.0	8.8
69	49½	Gates (F.G.)	54	.....	d3.0	2.9	6.4	6.2

MINES—continued

Australians

1983-84 High	Low	Stock	Price	+ or —	Div. Net	C'vr	Y'ld Gr's
28½	13½	♥ACM 20c	16	−½	—	—	—
52	28	♥Allstate Expl. NL	32	.....	—	—	—
10½	3¾	♥Asia Oil & Mins.	4½	.....	—	—	—
40	9	♥Australis Mng. NL	24½	+½	—	—	—
33	11	♥Balmoral Res	30	−2	—	—	—
60	29	♥Black Hill Mins.	30½	.....	—	—	—
104	51	♥Bond Corp.	104	.....	Q10c	0.7	6.5
183	116	♥Bougainville 1 Kna	164	+2	mQ3.21	1.2	1.2
396	204	♥CRA $2	356	+2	†Q3c	—	0.6
145	60	♥Carr Boyd 20c	80	.....	—	—	—
44	25	♥Central Kalgoorlie	37	.....	—	—	—
43	18	♥Central Pacific	22	.....	—	—	—
9	2¾	♥Cons. Gold Mng Areas.	3¾	.....	—	—	—
17	5	♥Coopers Res N.L.	7½	.....	—	—	—
255	183	♥Crusader Oil	222	+6	—	—	—
28½	8	♥Cultus Pac NL	18½	−1½	—	—	—
19	7	♥Eagle Corp 10c	10¾	.....	—	—	—
225	96	♥Emperor Mines	225	+3	—	—	—
16½	8	♥Endeavour 20c	14	.....	—	—	—
58	17	♥Enterprise Gld Mines	31	.....	—	—	—

FT UNIT TRUST INFORMATION SERVICE

AUTHORISED UNIT TRUSTS

Abbey Unit Tst. Mngrs. (a)
1-9 St Paul's Churchyard EC4P 4DX 01-236 1833

High Income				
Gilt & Fixed Int.	118.7	125.6	+0.2	9.95
High Inc Equity	58.9	63.3xd	+0.1	6.56
Capital Growth				
American Growth	93.1	100.3	-0.7	1.78
Assets & Erngs. Tt.	55.9	60.4	+0.1	3.05
Capital Reserve	52.1	52.4	+0.1	0.80
Commodity & Engy	80.6	86.7	+1.0	3.02
General	90.5	97.4xd	+0.1	3.46
Japan	125.2	134.6	+0.5	0.22
UK Growth	54.9	59.7	+0.5	2.33
Acc Units	76.2	82.8	+0.6	2.33
US Emerging Co's	44.2	47.5	-0.2	0.55
Worldwide Bond	139.6	150.1	-0.1	3.66
Equitas Prog.	128.5	138.9	.....	4.18

Aitken Hume
1, Worship St., EC2 01-628 6626

American Tech Fd	123.8	133.0	-1.1	0.10
Inc & Gwth Fd	33.0	35.4xd	.....	5.47
Pacific Fd	146.6	157.5	+1.5	0.40
Secure Income Fd	120.1	129.1xd	+1.1	6.20
Special Sits	157.2	168.9	-1.1	0.97
Energy Fd	230.4	247.7	-1.2	0.60
Exempt Fd	385.4	414.4	.....	3.00
Small Co's Fd	257.1	276.5	.....	1.70
Jap. Technology	57.7	62.5	.....	0.20

Allied Unit Trusts Limited (A.) (G.)
Allied Hambro Hse., Hutton, Brentwood, Essex
Brentwood (0277) 211459 & 229123

Balanced Trusts				
First Trust	132.4	141.7	+0.2	4.39
Growth & Income Tst.	84.4	90.3	+0.2	3.52
Capital Trust	159.8	171.0	+0.3	2.50
Balanced Trust	226.4	242.2	+0.6	3.66
Accum Trust	329.9	353.0	+0.9	3.27
Income Trusts				
High Income Trust	144.7	154.8	+0.2	5.28
Equity Income Trust	79.8	85.4xd	+0.5	5.78
High Yield Trust	99.3	106.3	+0.2	6.52
Govt Secs. Trust	29.0	31.0	.....	8.74
International Trusts				
International Trust	52.6	56.3xd	-0.1	0.92
Japan Trust	53.6	57.3	+0.3	0.01
Pacific Trust	105.0	112.3	+0.2	0.50
Amer Spec Sits Trust	42.2	45.2	-0.1	0.89
Secs of America Trust	132.1	141.3	-0.8	1.49
Specialist Trusts				
Allied Asset Value	127.3	136.2	+0.4	4.08
Gilt Growth Trust	30.7	32.8	.....	3.45
Smaller Co's Trust	86.0	92.0	+0.4	2.91
2nd Sir Co's Trust	113.1	121.0	+0.4	2.80
Recovery Trust	46.5	49.8	+0.2	3.27
Met Min & C'dty Trust	98.0	104.9	+0.6	1.69
Overseas Earnings Tst.	119.9	128.3	+0.4	3.34
Technology Trust	80.1	85.7	-0.2	0.92
Exempt Trusts				
Income Exempt Trust	87.5	93.6xd	+0.3	5.73
Far East Exempt Trust	110.4	118.1	+0.4	0.78
Smaller Co Exmpt Tst.	152.0	162.6	+0.8	2.60
U.S.A. Exempt Trust	205.6	220.0	-1.4	1.62

Anderson Unit Trust Managers Ltd.
62, London Wall, EC2R 7DQ 01-638 1200

Anderson U.T.	111.5	120.0	.....	2.24

Anthony Wieler Unit Tst. Mgmt. Ltd.
19, Widegate St., London E1 7HP. 01-377 1010.

Wieler Gwth Fd. Inc.	53.0	57.0	.....	1.50
Do. Accum.	70.8	76.1	.....	—

Arbuthnot Securities Ltd. (a)(c)
131, Finsbury Pavement, EC2A 1AY 01-628 9876

Capital Growth	43.1	46.5	-0.2	2.37
(Accumulation)	45.5	49.1	+0.2	2.37
Commodity	96.8	104.6	+0.2	1.90
(Accumulation)	158.4	171.2	+0.4	1.90
(10% Withdrawal)	57.7	62.3	+0.1	1.90
Eastern & Internat'l.	83.7	90.4	-0.5	1.00
(6% Withdrawal)	50.6	54.7	-0.3	1.00
Finance & Property	35.0	37.8	.....	3.36
Foreign Gwth (5 for 1)	57.5	62.1	-0.6	1.00
Gilt & Fixed	45.3	47.8xd	+0.1	9.79
(Accumulation)	64.3	67.6xd	+0.2	9.79
High Income	47.4	51.2xd	.....	7.43
(Accumulation)	99.3	107.3xd	-0.1	7.43

Bridge Fund Managers (a)(c)
Regis Hse., King William St., EC4. 01-623 4951

B'gate Int Feb 14	609.9	649.5xd	.....	1.38
Accum Feb 14	729.4	776.7	.....	1.38
Beckman Feb 15	140.2	146.8	.....	—
Can & For Feb 16	80.2	85.5	-1.1	2.05
Accum Feb 16	81.8	87.2	-1.1	2.05

Bridge Fund Managers (a)(c)
Regis Hse., King William St., EC4. 01-629 4951

Amer. Gen. Inc.†	47	50.8xd	-2.1	0.84
Do. Acc†	47.3	50.9	-2.1	0.84
Income*	83.9	91.7	.....	5.03
Capital Inc.‡	89.5	96.3	.....	2.05
Do. Acc.‡	112.5	121.0	.....	2.05
Exempt§	192.0	207.0xd	.....	4.35
Intl. Recovery Inc.‡	39.7	42.7	.....	1.99
Do. Acc.‡	51.6	55.5	.....	1.99

Dealing *Tues. §Wed. †Thur. Prices Feb 14/15/16.

L & C Unit Trust Management Ltd.,
Piercy Hse, Copthall Av, EC2R 7BE 01-588 2800

L&C Inc. Fund	246.9	254.4xd	.....	6.48
L&C Intl & Gen Fd	205.6	212.0xd	.....	0.70

Lawson Fund Managers Ltd. (a) (c) (g)
43, Charlotte Sq, Edinburgh EH2. 031-225 6001

American Growth	M	—	50.0	.....	1.0
Com. & Energy	M	—	50.0	.....	3.0
Charlotte Square	Tu	58.3	62.3	.....	4.2
Penny Share	W	15.2	16.4	.....	1.8
Australian & Pac.	Th	9.5	10.5	.....	0.6
High Yield Income	F	21.4	23.0xd	-0.4	10.6
High Yield Accum	F	23.1	25.1xd	+0.5	10.6

Mercury Fund Managers Ltd.
30 Gresham St, EC2P 2EB. 01-600 4555 Ext 529

American Growth	61.2	65.7	.....	1.09
(Accum. Units)	61.7	66.3	.....	1.09
European Fund	48.8	52.4	+0.6	0.81
(Accum Units)	48.8	52.4	+0.6	0.81
General	130.7	140.5	+0.5	2.91
(Accum. Units)	201.0	216.1	+0.8	2.91
Gilt	78.2	78.9	-0.1	6.46
Inc & Recovery	98.9	106.4	+0.3	5.17
International	139.6	150.1	+0.2	1.31
(Accum. Units)	168.2	180.8	+0.3	1.31
Japan Fund	64.2	69.0xd	+0.5	—
(Accum Uts)	64.6	69.4xd	+0.5	—
Exempt Feb 8	138.9	136.3	.....	2.83
(Accum Uts) Feb 8	190.9	198.8	.....	2.83

Royal London Unit Tst Mgrs Ltd
72-80 Gatehouse Rd. Aylesbury. 0296 5941

Capital Accum Trust	113.2	121.7	+0.1	2.79
American Growth Tst	47.1	50.6xd	-0.4	1.08
Income & Growth Tst	50.7	54.5xd	+1.0	6.39
Special Situations Tst	53.0	57.0	+0.5	0.98

Royal Tst. Can. Fd. Mgrs. Ltd.
48-50, Cannon St., London EC4M 6LD 01-236 6044

Capital Fund	137.1	147.4	.....	3.3
Income Fund	105.6	113.5xd	.....	7.4

Prices on Feb. 15. Next dealing day Feb. 29.

SKG Management Limited
20 Copthall Ave EC2R 7JS 01-600 7595

Gilt	—	100.0	.....	4.00

Touche, Remnant Unit Trust Mngt. Ltd.
Mermaid Hse, 2 Puddle Dock, EC4. 01-248 1250

TR American Growth	22.1	23.8	-0.1	0.53
TR General Growth	27.5	29.4xd	.....	2.27
TR Income Growth	33.7	36.2xd	+0.2	5.51
TR Income Monthly	35.1	37.7xd	+0.2	8.45
TR Overseas Growth	31.7	34.1xd	-0.1	1.63
TR Smaller Cos.	24.7	26.5	-0.2	2.41
TR Special Ops.	28.8	31.0xd	+0.1	2.41

Trades Union Unit Trust Managers
100, Wood Street, E.C.2. 01-628 8011

TUUT Feb 1	101.7	108.2	.....	3.54

Insurances—continued

Albany Life Assurance Co Ltd
3 Darkes Lane, Potters Bar. 0707 142311

Pension Funds				
EqPenFdAcc	645.6	679.6	+2.5	—
Euro Fd Acc	99.4	104.6	+1.3	—
FixedPenAcc	428.0	450.5	+0.5	—
GtMnPnAcc	254.1	267.5	....	—
IntlManFd	259.2	272.8	+0.6	—
Jap Pen Fd	131.5	138.3	+1.1	—
AmPnFdAc	118.2	124.3	-0.2	—
ProPenFd	234.2	246.5	+0.1	—
MplinPnAcc	533.0	156.1	+1.1	—

Colonial Mutual Group
24 Ludgate Hill, EC4P 4BD. 01-248 9861

Capital Life Assurance				
Key Inv Fd	—	127.95	....	—
Pcmkr Inv Fd	—	126.46	....	—
Equity Fd	109.86	115.64	....	—
Fxd Int Fd	105.63	111.21	....	—
Propty Fd	102.02	108.44	....	—
Cash Fd	101.43	106.77	....	—
Managd Fd	111.37	117.23	....	—
Col Mut Life (Pension Annuities)				
MdPnCpA B	99.33	104.57	....	—
MdPnInvA B	99.53	104.76	....	—

Commercial Union Group
St Helens 1 Undershaft EC3. 01-283 7500

VarAmAcFb10	—	157.35	....	—
VarAnnFb 17	—	34.28	....	—

Prime Series—Life				
Managed	132.7	139.7	..	—
UK Equity	137.3	144.6	+0.2	—
Int Equity	127.5	134.3	-0.4	—
Property	104.3	109.8	+0.3	—
Fixed Int	112.8	118.8	+0.1	—
Index Lkd Gt	89.9	94.7	-0.1	—
Cash	100.6	105.9		—
Prime Series—Pensions				
Managed	97.4	102.6	+0.2	—
UK Equity	98.6	103.8	..	—
Int Equity	95.2	100.3	+1.1	—
Property	96.2	101.3	+0.2	—
Fixed Int	95.9	101.0	-0.2	—
IndexLkdGt	94.6	99.6	-0.2	—
Cash	96.0	101.1		—

Continental Life Assurance PLC
64 High St Croydon CR0 9XN 01-680 5225

Equity Acc	177.9	187.3	-5.6	—
Propty Acc	159.4	167.8	-4.9	—
Int Acc	149.2	157.1	-3.7	—
Managd Acc	171.9	181.0	-3.2	—
Spec Sits	127.9	134.7	-2.8	—
Pen Int Acc	142.5	150.1	-3.1	—
Pen Prp Acc	177.6	187.0	-5.3	—
Pens Equity	207.6	218.6	-6.0	—
Pen Mg Acc	167.5	176.4	-3.6	—

Gilt Deposit, Index Fund prices available on request.

Crown Life
Crown Life House, Woking GU21 1XW. 046862-5033

PenMnyAcc	128.2	134.9	+0.1	—
PE Coronet	192.5	202.6	....	—
BrewingEqFd	276.8	291.3	....	—
StratInvFd	154.4	162.6		—
Heritage Fd	149.0	156.8	....	—
Sage Fd	121.9	128.3	....	—

Friends' Provident Life Office
Pixham End, Dorking. (0306) 885055

Life Funds				
Cash Accum	98.9	104.2	..	—
UK Eq Acc	116.4	122.6	+0.6	—
FixedIntAcc	103.0	108.5	..	—
IndxLkdAcc	92.0	96.9	-0.2	—
Mixed Acc	106.9	112.5	+0.2	—
O'seasEqFd	100.7	106.0	-0.1	—
Property Acc	99.8	105.1	. .	—
Pension Funds				
Cash Cap	98.8	104.0	..	—
Cash Acc	101.4	106.8	...	—
UK Eq Cap	110.1	115.9	+0.3	—
UK Eq Acc	113.0	119.0	+0.3	—
FixedIntCap	102.1	107.5	..	—
FixedIntAcc	104.8	110.4	+0.1	—
IndxLkdCap	89.6	94.4	-0.1	—
IndxLkdAcc	92.2	97.1	-0.1	—
Mixed Cap	103.3	108.8	+0.1	—
Mixed Acc	106.2	111.8	+0.1	—
O'seasFdAc	100.3	106.2	-0.3	—
O'seas Acc	103.6	109.1	-0.3	—
Property Cap	95.0	100.1	....	—
Property Acc	97.7	102.9	....	—

General Portfolio Life Ins Co Ltd
Crossbrook St. Cheshunt. Herts.
Waltham Cross 31971

PrtfloFdInA	257.7	271.4	....	—
PrtfloEqCap	244.4	—		—
UK Equity	100.8	106.2	....	—
O'seas Equity	92.1	97.1	....	—
Smaller Cos	92.5	97.4	...	—
Gilt Plus	94.1	99.1	....	—
Gilt Plus 88	95.4	100.5	....	—
Fixed Int Dep	96.0	101.1	....	—
Managed	98.2	103.4	....	—
Inter Man	94.0	99.1	....	—

Guardian Royal Exchange
Royal Exchange EC1. 01-283 7107

GRE Pensions Management Ltd				
PensPropInt	130.5	137.3	....	—
PensPropAcc	142.5	150.0	....	—
PensLkdGtIn	94.7	99.0	....	—
PensLkGtAc	95.8	100.8	....	—
PensDepInt	140.0	147.5	....	—
PensDbAcc	153.1	161.2	....	—

Henderson Administration
26 Finsbury Sq. London EC2. 01-638 5757

High Inc	159.8	168.3	+1.0	—
Gilt Edged	97.5	102.7	-0.2	—
Cap Growth	156.7	165.0	+0.7	—
Technology	159.5	167.9	-0.3	—
Nat Res'ces	140.7	148.2	+0.5	—
Spec Sits	188.3	198.3	.	—
N America	199.6	210.2	-1.3	—
Far East	207.7	212.0	+0.8	—
Property	117.9	124.2	....	—
Managed	190.5	200.6	+0.6	—
Prime Res	119.4	125.7	....	—
Deposit	119.3	125.6	....	—
Mgd Currncy	96.0	101.1	+2.6	—
GlbHlthCare	90.7	95.5	-0.2	—
Pension Funds				
UK Equity	114.5	120.6	-1.4	—
Fixed Int	115.2	121.3	+1.5	—
Spec Sits	121.3	127.7	-0.4	—
N America	102.9	108.4	+0.1	—
Far East	141.8	147.3	+2.0	—
Managed	116.4	122.6	+0.2	—
Comm Prop	103.5	109.0	....	—
Prime Rest	108.8	114.6	....	—
Deposit	103.5	109.0	....	—

Capital units prices available on request.

Kinsman Assurance Society
43 Charlotte Sq. Edinburgh. 031 225 6166

Life Assur	222.3	226.9	....	—
Savings New	128.9	131.6	....	—
Savings Wd	219.3	223.8	....	—

Liberty Life Assurance Co Ltd
Station Rd. New Barnet. 01-440 8210
Fund Managers, Touche Remnant & Co.

Sel Sec A	24.2	25.5	....	—
Blue Chip	18.7	19.7	....	—
Fixed Yield	18.4	19.4	....	—
G'nteed Mny	15.1	15.9	....	—
Managed	17.8	18.8	....	—
International	23.5	24.8	....	—
Property	14.2	15.0	....	—
Pacific	18.4	19.4	....	—
Equity	14.6	15.4	....	—
Special Sits	22.8	24.0	....	—
Int Curr	12.9	13.6	....	—
IndxLkdSecs	10.4	11.0	....	—
Aemrican	17.1	18.1	....	—

London Life Association Ltd
100 Temple St. Bristol BS1 6EA
0272-279179

Linked Assurances				
Equity	250.9	—	+4.5	—
Fixed Int	171.4	—	+1.1	—
Property	177.2	—	+0.1	—
Deposit	144.6	—	+0.2	—
Mixed	205.3	—	+1.5	—
Index Stock	108.7	—	-0.3	—
International	117.9	—	-2.3	—
Managed Funds				
IntlEquity	129.0	136.0	....	—
Equity(P)	185.4	—	-0.3	—
FixedInt(P)	179.8	—	+1.1	—
Property(P)	130.4	—	....	—
Deposit(P)	125.4	—	+0.2	—
Mixed(P)	165.1	—	+1.5	—
Index Stock	115.8	—	+0.2	—
Int Equity	114.7	—	-1.7	—

Moneywise Friendly Society
50 Holdenhurst Rd. Bournemouth.
0202 295678

Moneywise In	52.3	55.7	....	—

Municipal Life Assurance Ltd
99 Sandling Rd. Maidstone. 0622 679351

Equity Fd	101.5	107.5	....	—
Managed Fd	108.0	114.5	....	—

Premium Life Assurance Co Ltd
Eastchester House, Haywards Heath
0444 458721

Nat Res'ces	107.0	113.0	....	—
Property	141.0	149.0	....	—
UK Equity	142.0	136.0	....	—
Jarrats Fd	88.0	93.0	....	—

Prudential Pensions Ltd
Holborn Bars. EC1 2NH. 01-405 9222

Pro-Link Retirement Plan				
Managed Fd	152.9	159.3	....	—
Cash Fd	116.3	121.2	....	—

Reliance Mutual
Reliance Hse. Tunbridge Wells. Kent.
0892 22271

RL Pension Funds				
Deposit Cap	95.1	100.2	....	—
Deposit Acc	95.2	100.3	....	—

Fixed Int Cap	97.1	102.3	....	—
Fixed Int Cap	97.2	102.4	....	—
GltIndxLkdCp	95.0	100.0	....	—
GltIndxLkdAc	95.1	100.2	....	—
Managed Cap	94.3	99.3	....	—
Managed Acc	94.4	99.4	....	—

St George Assurance Co Ltd
The Priory, Hitchin, Herts. 0462 57161

Managed Fd	108.3	114.1	....	—
Universal Fd	104.1	109.6	....	—

Scottish Provident Institution
6 St Andrews Sq, Edinburgh. 031-556 9181

Mixed	100.3	105.7	....	—
Equity	104.2	109.8	....	—
International	103.1	108.6	....	—
Property	96.2	101.4	....	—
Fixed Int	96.5	101.7	+0.1	—
Index Lkd	94.1	99.1	-0.1	—
Cash	96.3	101.5	....	—
PenMxdInt	100.2	105.6	....	—
Do Ord	101.0	108.4	....	—
Pen Eq Int	104.7	110.3	....	—
Do Ord	105.3	111.0	+0.1	—
Pens Intl	102.9	108.4	-0.1	—
Do Ord	103.7	109.3	-0.1	—
Pens Prop Int	96.5	101.7	....	—
Do Ord	96.7	101.9	....	—
Pens Fxd Int	97.0	102.2	....	—
Do Ord	97.3	102.6	+0.1	—
PensIndLkdIn	93.9	98.9	-0.2	—
Do Ord	94.5	99.6	-0.1	—
Pen Cash Int	95.2	101.4	....	—
Do Ord	96.9	102.1	+0.1	—

Skandia Life Assurance Co Ltd
Frobisher Hse. Southampton. 0703 334411

Mngd.	158.4	166.7	+0.2	—
Equity	173.3	182.4	+1.1	—
International	176.6	185.9	-0.8	—
N American	99.8	195.0	-1.0	—
N European	109.7	115.5	+0.8	—
Pacific	118.1	124.3	-1.1	—
Int Recovery	114.8	120.8	-1.5	—
Gilt Plus	144.4	152.0	-0.2	—
Property	130.6	137.5	....	—
Deposit	134.0	141.0	....	—
Pens Mngd	191.2	201.3	....	—
Pens Equity	208.0	218.9	+1.6	—
Pens Intl	221.4	233.0	-0.1	—
PensNAmer	101.7	107.1	-0.9	—
PensNEuro	115.1	121.2	+0.9	—
Pens Pacific	123.6	130.1	-1.4	—
PensIntlRec	123.1	129.6	-1.6	—
PensGiltPlus	175.7	184.9	-0.3	—
Pens Propty	160.6	169.1	+0.1	—
Pens Dep	165.8	174.5	....	—

For prices of Capital Units and Guaranteed Basic Rates please phone 0703 334411.

Swiss Life Pensions Ltd
99-101 London Rd. Svnoaks. 0732 450161

Equity	£116.82	120.43	....	—
Fixed Int	£107.02	107.55	....	—
IndexLkd	£101.25	101.76	....	—
Property	£126.72	130.63	....	—
Cash	£102.97	102.97	....	—
Mixed	£117.98	121.62	....	—

Next sub day March 1.

TSB Life Ltd
PO Box 3. Keens House. Andover. Hants. SP10 1PG

Managed Fd	109.3	115.1	+0.1	—
Property Fd	100.7	106.1	....	—
Fixed Int Fd	103.6	109.2	+0.2	—
Money Fd	99.5	104.8	....	—
Equity Fd	120.1	126.5	+0.3	—

Windsor Life Assurance Co Ltd
Royal Albert Hse. Sheet St Windsor 68144

N Amer Fd	194.1	204.2	....	—
FutAssGth	105(A)	109(B)	....	—
Pet Ass Pen	—	59.87	....	—
Far East Fd	143.0	150.4	....	—

Offshore & Overseas—continued

Actibonds Investment Fund SA
37 rue Notre Dame. Luxemb'g. Tel 47971

Actibonds In	—	$20.34	....	—

Alliance Capital Management Intl Inc
62 63 Queen St. London EC4. 01-248 8881
Alliance International Dollar Reserves
Distribution Feb 8-14 (0.0016111) (8.76%pa)

HealthCrFeb15	—	$8.16	-0.07	—
Tech'logyFeb15	—	$16.42	+0.45	—
Quasar Feb 15	—	$42.35	-0.42	—

Aries Fund Managers Ltd
PO Box 284. St Helier. Jersey. 0534 72177

SterlFdInt	£10.20	10.24	....	—

Bamford Brandt Guernsey Mngt Ltd
PO Box 71. St Peter Port. Guernsey.
0481 26541

Tech&Cosm	£7.89	8.37	....	—
IntGrowth	$17.32	18.37	....	—
PacBasinFd	$21.99	23.31	....	—

Brown Shipley Tst Co (Jersey) Ltd
PO Box 583. St Helier. Jersey. 0534 74777

SterlCap	$16.81	16.82	....	—
IntBondInc	$10.43	10.99xd	....	—
IntBondAc	$10.73	11.30	....	—
IntCurrency	£1.12	1.18	....	—

CAL Investments (IoM) Ltd
16 St Georges St Douglas IoM. 0624 20231

CAL C&C**	82.4	86.7	....	—
CAL Metals*	91.6	96.4	....	—
CAL Silv**	232.2	245.6	+0.5	—
CAL Alum**	85.1	89.6	-0.4	—

*Dealing days every Monday.
** Dealings daily.

CAL Investments (Bermuda) Ltd
PO Box 1022. Hamilton. Bermuda.
(809-29) 5-5950

CAL CTR Fd	62.3	65.4	....	—

Dealing days every Monday.

D'fled Inv	$10.37	10.36xd	....	5.8

Capital Preservation Fund International
14 rue Aldringen. Luxembourg 1118.

Cap Press Fd	—	$10.20	+0.01	—

Commodity Advisory Svcs (IoM) Ltd
48 Athol St. Douglas. IoM 0624-20845

Com&FFAc	67.65	70.47	....	—
Com&FFd	67.65	70.67	....	—

Next dealing date Feb 20.

Citibank (CI) Ltd "Citifunds"
Green St. St Helier. 0534-70334

U.S. $ Fd	$10.604	+0.002		—
£ Sterling Fd	£5.294	+0.001		—
SwFrancFd	SwFr20.263	+0.001		—
Jap Yen Fd	Y2,071.940	+0.277		—
Deutsche Fd	DM20.496	+0.002		—
Managed Fd	$10.238	+0.031		—
"Citicare"				
CitiCareFdJan31	9.690	...		—

Dunvest Ltd
PO Box 887. Grand Cayman. BWI.

NAV	$1.54.75	..		—

EBC Trust Company (Jersey) Ltd
1-3 Seale St. St Helier. Jersey. 0534-36331

International Income Fund				
US$ Do Sht A	$1.5281	+0.0003		7.95
Do Dist	$0.9999	+0.0027		7.95
Mgd Cur Sh't B	$1.1533	+0.0036		7.66
Do Dist	$0.9324	+0.0029		7.66
Eurobd Long Trm	$22.23	....		9.91
Euro Banking Traded Currency Fund*				
Income	$10.16	10.475	+0.043	—
Capital	$10.16	10.475	+0.043	—
Sterling Prices indication only				
Income	£7.04	7.26	....	—
Capital	£7.04	7.26	....	—

* Offer price incs 3% prelim charge.

Fidelity International
9 Bond St. St Helier. Jersey. 0534-71696

DflSvgsA3rz)	$109.67	+0.02		8.98
AmVICmPIA	100.50			3.00
Am Vals Cum.	63.54			—

Prices at Feb 7.

Forbes Security Management Co
PO Box 887. Grand Cayman. BWI.
London Agents 01-839 3013

Gold Inc	$9.57	10.00xd	-0.52	13.63
Gold App	$6.98	7.36	....	—
Dollar Inc	$8.44	8.76xd	....	14.92

Framlington Overseas Fund Mngt Ltd
PO Box 71 St Peter Port. Guernsey.
0481-26541

O'sea Gth	£0.513	0.540	..	4.00
O'sea Gth	$0.733	0.775	..	4.00

Frobisher Fund NV
PO Box 1735. Hamilton. Bermuda.
809 295 7447

NAVFeb13	$37.20	37.58	....	—

GRE International Invest Mngrs Ltd
PO Box 194. St Helier. Jersey. 0534-27441

Man Cur Fd	£10.47	-0.05		—

Global Asset Management Corpn.
PO Box 119. St Peter Port. Guernsey.
0481-28715

GAMWorld	$107.65	....		—
GAMerica	$102.28	....		—
FutureGAM	$95.83	....		—
GAM Tyche	$90.23	....		—
GAMusa	$88.69	....		—
GAM Park Av	$97.04	....		—
GAM Pacific	$104.78	....		—
GAM Arbitrage	$101.86	....		—

Grievecon Mngt (CI)—Barrington Fund
30 Bath St. St Helier. Jersey. 0534-57151

IntlnFeb16	102.6	107.3xd	-1.3	5.14

Grindlay Henderson Mngt Ltd
PO Box 414. St Helier. Jersey. 0534-74248

Mgd Fd	£10.7031	11.2383	+0.0105	
Mgd Acc	£10.3273	10.8437	+0.0103	
Stlg Fd	£10.1054	....	+0.0027	
Stlg Acc	£10.4757	....	+0.0027	
U.S. $ Fd	$20.2230	....	+0.0054	
U.S. $ Acc	$20.9755	....	+0.0094	
DM Acc	DM51.1763	....	+0.008	
SwFrAcc	SwFr50.8706	....	+0.0056	
Yen Acc	Y5.148	....		—

Guinness Mahon Intl Fund (Guernsey)
PO Box 188. St Peter Port. Guernsey.
0481 23506

Currency Deposit Shares				
Dollar	$20.675	+0.005		—
Sterling	£10.303	+0.002		—
Yen	Y5,098.285	-0.766		—
Deutschmk	DM50.836	+0.007		—
Swiss Franc	SwFr40.231	+0.001		—

IGF Management Services Inc
c/o Registrars PO Box 1044 Cayman Is BWI

IntGoldGd	$52.09	54.69	....	—
Optima Fd	—	—		—
Swiss Franc	SwFr40.209			—

Jardine Fleming & Co Ltd
46th Floor, Connaught Centre. Hong Kong.

Curr Bond	$12.56	—	....	9.1
(Accum)	$18.48	—	....	9.1
Asea	$10.95	—	....	—
(Accum)	$10.98	—	....	—
American	$7.72	—	....	—
(Accum)	$7.12	—	....	—

Pen PUrop In	96.4	101.6	....	—
Do Ord	96.6	101.8	....	—

Lazard Brothers & Co (Jersey) Ltd
PO Box 100. St Helier. Jersey. CI.
0534 37361

Co G Bd	1431.01	1447.28		10.9
LazBrFarE	$15.05	15.80	+0.32	1.00
D'fed Bd	$10.33	10.37xd		5.8
NthAmFd	$10.05	10.69	-0.06	—

Lewis & Peat, Clarke (Guernsey) Ltd
PO Box 147. St Peter Port. Guernsey.
0481 23488

Commod Fd	89.8	94.2	....	—

Lloyds Bank International, Geneva
PO Box 438. 1211 Geneva 11 (Switzerland)

Ll Dollar	$100.9	104.3	....	—
Ll Grwth	SF897.5	956.0	....	—
Tl Inc	SF293.0	304.4	....	—
Ll Pac	SF115.7	122.4	....	—

Lloyds Intl Money Market Fund Ltd
PO Box 136. St Peter Port, Guernsey.
0481 24983

Sterling Class	£10.158	....		—
Dollar Class	$20.348	....		—

Next dealing day Feb 22.

Lloyd's Life (Isle of Man) Ltd
Bridge Hse. Castletown. IoM. 0624 824151

SAIF	108.7	112.7	....	—

Management International Ltd
Bk of B'muda Bldgs. B'muda. 809-295-4000

Bda IBCF	$16.81	16.99	....	—
Bda IBF	$11.18	11.30	....	—
Bda IECF	$9.86	10.07	....	—
Bda EEFI	$9.76	9.97xd	....	—

Prices at Feb 10. Next dealing Feb 17.

Manufacturers Hanover Geofunds
PO Box 92. St Peter Port. Guernsey.
0481 23961

LA Inc	$102.64	102.86	+0.15	9.15
LA Acc$	$129.78	130.05	+0.18	9.59
MIT Inc	$110.32	110.88	+0.60	10.59
MIT Acc$	$130.59	131.26	+0.70	4.41
Geofund International Reserves Ltd				
Sterling	£5.227		....	8.04
U.S. $	$10.476		....	8.45
D Mark	DM20.502		....	4.53
Swiss Fr	SwFr20.312		....	3.83
Managed Fd	$10.435		....	8.54

Marine Midland (CI) Ltd
140 B'way NY 10018 USA. 212-440-1000
Queens Hse. Don Rd. St Helier. 0534-71460

IntlCurrency	1051.4220	+3.0040		—

Next sub day March 15.

Samuel Montagu London Agents
114 Old Broad St, EC2. 01-526 3434

AmFeb14	$F90.7	98.44	-4.12	1.41
JnFb15	HK$42.57	46.07	-6.20	0.16
1-7GpJn31	17.87	19.22	...	1.34
JyFdJn25	£15.28	16.55		
MontFRNF	$10.27	10.30		
U.S. FIF	$10.32	19.87		

Nat Westminster Jersey Fd Mngrs Ltd
23 25 Broad St. St Helier. Jersey.

County Bank Currency Fund (z)				
Dollar class	$21.3344	+0.0210		—
Sterling class	£10.6534	+0.0073		—
D-mark cl	DM51.5894	+0.0201		—
Dutch Gldr	DFl51.6129	+0.0203		—
Jap Yen cl	Y5.208.0030	+2.1823		—

Norcap Fund Managers (Bermuda) Ltd
Bank of Bermuda Building, Bermuda.
809 29 5400

Amer Tst	$8.24	8.61	-0.15	—

Putnam International Advisors Ltd
10-12 Cork St. London W1. 01-439 1391

EnrgHlthScl	$8.11	—	-0.12	—
Intl Fund	$57.42	—	-2.17	—

Rothschild Asset Management (CI)
St Julian's Ct. St Peter Port. Guernsey.
0481 26741

Old Court Intn'l Reserves				
Bel Francs	BFr889.85		....	8.83
Canadian $	C$38.285		....	7.63
D mark	DM51.990	-0.009		4.57
French franc	FFr172.61		....	11.15
Dutch Gldr	DFl51.545		....	4.30
Italian Lira	L39.631		....	14.20
Jap Yen	Y6.454.62		....	4.89
Singapore $	S$86.430		....	8.31
Sterling	£14.903	+0.004		8.20
Swiss Franc	SwFr46.486		....	0.95
U.S.$	$30.720		....	8.66

Daily dealings.
For other Rothschild Offshore Funds see Offshore and Overseas section.

Schroder Mngt Services (Jersey) Ltd
PO Box 195. St Helier. Jersey. 0534 27561

Schroder Money Funds Ltd				
Sterling	£14.6017	....		—
U.S. Dollar	$27.3721	....		—
D-Mark	DM52.369	....		—
Swiss franc	*SwFr51.6254*	....		—

J. Henry Schroder Wagg & Co Ltd
120 Cheapside. EC2. 01-382 6000

Naess&ThFeb14	$42.37			

Standard Chartered Off Money Mkt Fd
PO Box 122. St Helier. Jersey. 0534 74454

Sterling	£10.3734	+0.0071		8.41
U.S. Dollar	$20.7583	+0.0147		8.68
D-Mark	DM51.0072	+0.0200		4.76
Swiss Fr	SwFr40.5016	+0.0092		2.75
Japan Yen	Y5123.3940	+2.2598		5.23

State St Bank Equity Hldgs NV

Taiwan (R.O.C.) Fund
c/o Vickers da Costa Ltd. King William St.
NAVNT $432 IDR value US$10.751.62

Target Trust Mngrs (Jersey) Ltd
PO Box 194. St Helier. Jersey. 0534 72936

Man Curr Fd	99.0	104.4	..	—

Tyndall-Guardian Management Ltd.
PO Box 1256, Hamilton, Bermuda.

T-G Amer	$20.40	-0.78	—
T-G Money	$22.26	+0.04	—
T-G Eurobond	$15.86	+0.03	—
T-G Commodity	$21.04	+0.05	—
T-G Mortgage	C$20.68	+0.04	—
T-G Overseas	$11.87	-0.72	—
T-G Pacific	Y2182	-5	—
T-G Wall St	$24.46	-0.82	—
T-G Gold	$9.31	-0.13	—

United Fund Managers Ltd
16-18 Queens Road Central, Hong Kong.
5-231417

S&MlyT	$11.25	11.75	+0.04	—

Money Market Trust Funds

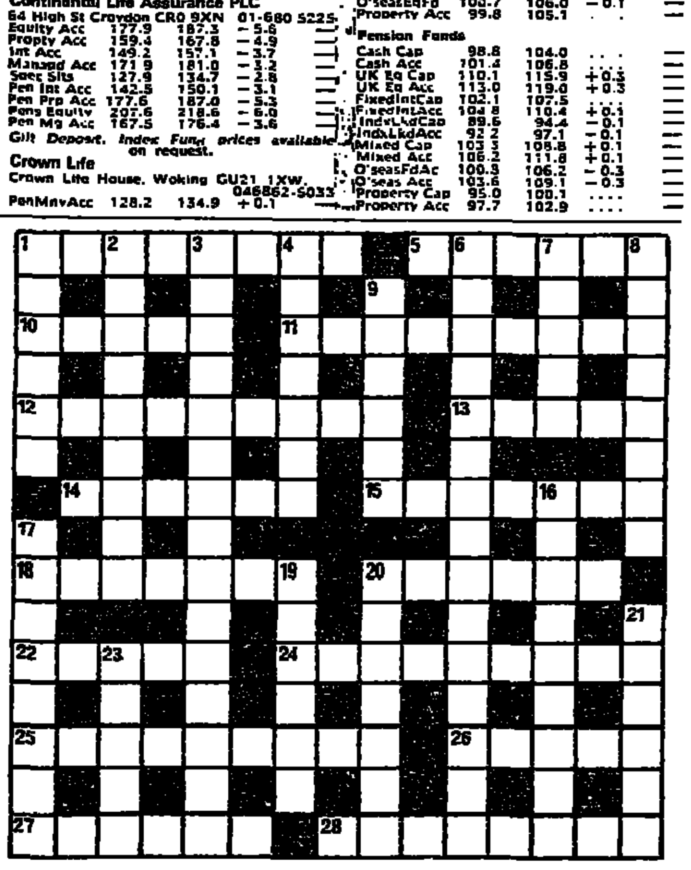
	Nom	APR	Int or	Notice
Mallinhall Ltd				
36 Berkeley Sq. W1X 5DA. 01-499 6634				
Mal'hallMyFd	8.85	9.18	Qtr	Call
The Money Market Trust				
63 Qn Victoria St EC4N 4T. 01-236 0952				
Call Fund	8.80	9.03	6mth	Call
7-day Fund	8.87	9.11	6mth	7day
Oppenheimer Money Management Ltd				
66 Cannon St, EC4P 4ST. 01-236 0233				
Call Fund	8.74	8.95	6mth	Call
7-day £	8.79	8.98	6mth	7day
HighIntDpAcc	8.74	8.93	6mth	1day
Dollar	8.56	8.74	6mth	2day

Money Market Bank Accounts

	Nom	APR	Int or	Notice
Aitken Hume				
1 Worship St, EC2A 2HQ. 01-638 6070				
TreasuryAcc	8.875	9.175	Qtr	Call
MonthlyAcc*	8.80	9.16	Mth	Call
Bank of Scotland				
38 Threadneedle St. EC2P 2EH. 01-628 8060				
Cheque Acc*	8.80	9.16	Mth	Call
Britannia Gp of Investment Companies				
29 Finsbury Circus, EC2M 5QL. 01-588 2777				
Cater Allen*	8.75	9.245	Mth	Call
Charterhouse Japhet PLC				
1 Paternoster Row, EC4M 7DH. 01-248 3999				
Sterling*	9.00	9.38	Mth	Call
U.S. Dollar	9.63	10.20	Mth	Call
German Marks	5.38	5.59	Mth	Call
Swiss Francs	1.53	1.70	Mth	Call
Choulartons				
30 Ashley Rd. Altrincham, Cheshire WA14 2DW. 061-928 9011				
Cheque Acc*	9.57	10.0	Mth	Call
Dartington & Co Ltd				
Dartington, Totnes, Devon TQ9 6JE. 0803 862271				
Mny Mkt Acc*	9.0	9.30	Qtr	Call
Lombard North Central PLC				
17 Bruton St, W1A 3DH. 01-409 3434				
Note Dep	9.0	9.2	Rate	14day
M & G Group				
91-99 New London Rd, Chelmsford. CM2 0BY. 0245 51651				
KlwtBnsHICA*	9.1	9.5	Daily	Call
Midland Bank plc				
PO Box 2, Sheffield. 0742 20999. Ext 8273				
HighIntCheque*	9.00	9.3	Qtr	Call
Save & Prosper				
28 Western Road, Romford RM1 3LB. 0708 66966				
Fins High Int*	8.62	9.0	Daily	Call
Tyndall & Co				
29 33 Princess Victoria St. Bristol BS8 4BX 0272 732241				
Demand Acc	8.82	9.11	Qtr	Call
Money Acc*	9.00	9.30	Qtr	CHQ/7
J. Henry Schroder Wagg & Co Ltd				
120 Cheapside, London EC2V 6DS. 01-382 6226				
Special Acc*	8.70	9.08	Mth	Call
Over £10,000*	8.95	9.33	Mth	Call

NOTES—*Cheque book facility available. Interest is calculated on the basis of a nominal rate for a given period, but will not be comparable between funds or accounts if the intervals between interest credits differ. The annual percentage rate (APR) is comparable although it will only represent the amount actually earned in a year if interest rates are unchanged. Notice periods relate

F.T. CROSSWORD PUZZLE No. 5,345



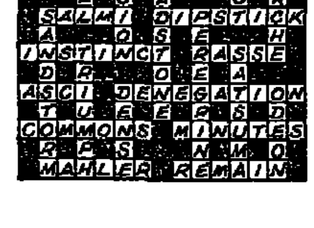
ACROSS

1 Sphere of prime minister, first lord, and chancellor (8)
5 Bill, coming in, is like Rufus (6)
10 Last month's gunners going too far? (5)
11 Part of garden badly farmed after depression? (4, 5)
12 "My arms shall —— a bow of steel" (Psalms)—without profit or loss? (5-4)
13 The measure of an abstraction? (5)
14 German request we hear for beer (6)
15 Bend ahead (7)
18 Three-piano trio arranged to support mine (3, 4)
20 Humble servant returns home during supper, maybe (6)
22 Back close around five? Nevermore, he said (5)
24 In it Mecca becomes available for filming (9)
25 Sapper with aptitude for lying (9)
26 Bird's sorrow, losing head (5)
27 Sheepish remark about punishment in India (6)
28 Company sounds unhappy at queen being zealous reformer (8)

DOWN

1 Gets a lift? Clumsy DIY man is all (6)
2 Be, without much shaking, going too far? (9)
3 Koo, major actress in lightweight commercial, is crazy (5, 7, 3)
4 Get back or better (7)
6 The more the better? Yes—fat chance at pub with brown pigments (6, 2, 7)
7 A labyrinth or rock? (5)
8 Sharp pain without small endearment from Shakespeare (8)
9 French sort of pin makes one shrink (6)
16 Tight enough to take paper? (9)
17 Have mercy and make fun of pork (5, 3)
19 Steal a miniature? (6)
20 Very big battle with terrorist leaders (7)
21 Strange escort for duck (6)
23 Parson gets transport after six (5)

Solution to Puzzle No. 5,344



هكذا من الأصل

INSURANCE & OVERSEAS MANAGED FUNDS

Black Horse Life Ass. Co. Ltd.
71, Lombard St., EC3 01-623 1288

Black Horse Man Fd	250 72			
Managed Inv Fd	167 73	176 56		—
Property Fd	153.12	161 18		—
Fixed Interest Fd	148 81	156.65		—
Cash Fd	137 97	145 28		—
Income Fd	196 83	207.19		—
Extra Income Fd	188 24	198 15		—
Worldwide Growth Fd.	236.57	249.03		—
Balanced Fd	195.32	205 60		—
Smlr Co's & Recv Fd	222.01	233 70		—
Int. Technology Fd	270 21	284.44		—
Nth Amer & Gen Fd	160 43	168 88		—
Energy Int. Fd	111.90	117 79		—
Pacific Basin Fund	160.26	168.70		—

British National Life Assurance Co. Ltd.
Haylands Rd, Haywards Heath. 0444 414111

Managed	115.8	121.9		—
Property	117.3	123.4		—
Equity	124.1	130 6		—
International	129.9	136.8		—
Fixed Interest	103 0	108.4		—
Deposit	101.0	106.3		—
Managed Pen. Cap.	115.5	121.6		—
Property Pens. Cap.	117.5	123.7		—
Equity Pens. Cap.	118.9	125 1		—
Intnl. Pens. Cap.	134.0	141.0		—
Fixed Int. Pens. Cap.	99.2	104 5		—
Deposit Pens. Cap.	98.2	103.4		—

Canada Life Group
2-6, High St., Potters Bar, Herts. P. Bar 51122

Equity Gth Jan 31	107.1			—
Retmt. Fed. Jan. 6	280.3			—
Managed Pen Fund	187.5	197 4xd		—
Property Pen Fund	117.7	123.9		—
Index Linkd Pen Fund	112.6	118.5		—
Managed	127.3	134.0	+0.2	—
Property	106.3	111.9		—
Gilt and Fixed Interest	108.8	114.6		—
Index-Linked	97.7	102.9		—
Equity	127.7	134.5	+0.2	—
Cash	106.2	111.8		—
Midland Bk. Unit Tst.	125.9	132.6	+0.2	—
Midland Bank Inml.	145.2	152.9	+0.3	—

Cannon Assurance Ltd.
1 Olympic Way, Wembley HA9 0NB. 01-902 8876

Equity Units	£40.25	—	+0.18	—
Property Units	£17.45	—	-0.01	—
Equity Bond/Exec	£26.08	27.40	+0.12	—
Prop. Bond/Exec	£22.81	24.14	-0.01	—
Bal. Bd./Exec/Unit	£23.82	25.27	+0.01	—
2nd Equity Acc.	203.0	214.8	+0.8	—
2nd High Inc/Acc	166.8	176.5	+1.2	—
2nd Property Acc.	173.9	184.0	-0.1	—
2nd Managed Acc.	172.5	182.5	+0.1	—
2nd Deposit Acc.	147.0	155.6		—
2nd Gilt Acc.	146.0	154.5	+0.2	—
2nd American Acc.	167.2	176.9	-1.5	—
2nd Intl Money Acc.	145.5	154.0	-0.3	—
2nd Index Acc.	99.2	105.0	-0.2	—
2nd Far East Acc.	101.4	107.3	-0.4	—
2nd Eq. Pens./Acc.	287.0	303.7	+1.4	—
2nd Hi Inc Pens/Acc.	178.0	188.4	+1.4	—
2nd Prp. Pens/Acc	223.8	236.8	-0.1	—
2nd Mgd. Pens/Acc	221.4	234.3	+0.1	—
2nd Dep. Pens/Acc	194.8	206.1		—
Gilt Pens/Acc.	191.0	202.1	+0.2	—
2nd Am. Pens/Acc.	221.8	234.7	-2.0	—
2nd Intl. MoneyPens/Acc	178.5	188.9	-0.4	—
2nd Index Pens./Acc.	105.4	111.5	-0.1	—
2nd Far East Pens/Acc.	102.3	108.3	-0.5	—
L & E S.I.F.	74.5	79.0		—
L & E S.I.F. 2	50.5	53.5		—

Current value at February 13.

Capital Life Assurance
Continued on adjacent Page Mon-Fri and Stock Exchange Dealings Page Sat.

Chieftain Assurance Funds
11 New Street, EC2M 4TP. 01-283 3933

Managed Growth	205.19	215.99	+1.29	—
Managed Income	98.48	103.67	+0.07	—
International	141.73	149.18	+0.68	—
High Income	125.93	132.56	+0.26	—
Income & Growth	131.43	138.34	-0.02	—
Basic Resources	148.47	156.28	+1.39	—
American	178.52	187.92	-0.40	—
Far Eastern (z)	205.50	216.31	+0.31	—
Smaller Cos.	137.97	145.23	+0.93	—

City of Westminster Assurance
Sentry House, 500, Avebury Boulevard,

Do. Accum	120.6	127.0		—
Fixed Interest Fd Init	103.2	108.7		—
Do. Accum	110.0	115.8		—
UK Equity Fund Init	117 9	124.2		—
Do. Accum	125.7	132.4		—
Property Fund Init	96.7	101.8		—
Do. Accum	103.0	108.5		—
Overseas Fund Init	122.7	129.2		—
Do. Accum	130.8	137.7		—
Index Linked Fd Init	89.9	94.7		—
Do. Accum	95.8	100.9		—
Stock Ex. Fd. Init	95.6	100.7		—
Do. Accum	96.1	101.2		—

Prices Feb 8. Unit dealings on Wednesday.

Clerical Medical Managed Funds Ltd.
15 St James's Square, SW1Y 4LQ 01-930 5474

Cash Fund	129.2	129.2		—
Mixed Fund	173.6	178.8		—
Fixed Interest Fund	172.1	174.7		—
UK Equity Fund	181.6	188.9		—
Property Fund	117.4	122.7		—
Overseas Fund	193.4	203.1		—
Index Linked Fund	108.3	109.9		—
Stock Exch Fund	98.3	101.3		—

Prices Feb 8. Unit dealings on Wednesday.

Commercial Union Group
St. Helen's, 1, Undershaft, EC3. 01-283 7500
See adjacent Page Mon-Fri and Stock Exchange Dealings Page Sat.

Confederation Life Insurance Co.
50, Chancery Lane, WC2A 1HE. 01-242 0282

Equity Fund	403.8	435.5		—
Managed Fund	386.1	406.4		—
PIP Fund	1039.6			—
Psnal. Pen. Mngd	211.5	222.6		—
Staffguard Man. Pen.	211.5	222.6		—
Group Mngd. Pen.	544.9	555 6		—
Fixed Int. Pen.	486.6	497.8		—
Index Linked Pen.	116.3	116.8		—
Equity Pension	798.8	819.2		—
Property Pension	363.5	372.4		—
International Pen.	175.7	180.2		—
Cash Pension	132.5			—

Continental Life Insurance PLC
64/70 High St., Croydon CR0 9XN 01-680 5225
See adjacent Page Mon-Fri and Stock Exchange Dealings Page Sat.

Cornhill Insurance PLC
57 Ladymead, Guildford. 0483 68161.

Equity Fd Feb 8	153.0	161.5		—
Fixed Int Feb 8	131.0	138.0		—
Man Growth Feb 8	353.0	372.0		—
Money Fd Feb 8	118.5	125.9		—
Cap Fd Jan 15	261.5			—
G&S Spec Fd Jan 15	111.0			—

Credit & Commerce Life Ass Ltd
CCI Hse, Heneage Lane EC3A 5DQ 01-283 2411

CCI Deposit Fnd.	124.0	131.0		—
CCI Equity Fnd.	166.0	175.0	-2.0	—
CCI Fixed Int. Fnd.	155.0	164.0	-1.0	—
CCI Mngd. Fnd. Acc.	236.0	249.0	-1.0	—
CCI Mngd. Fnd. Cap.	223.0	236.0	-2.0	—
Henderson Managed	94.0	100.0	-2.0	—
CCI Blue Chip Fd.	129.0	136.0	+1.0	—
CCI Intl. Fd.	122.0	130 0	-3.0	—
CCI High Income Fd.	136.0	144.0	+2.0	—
CCI Property Fd.	132.0	139.0	+2.0	—

Crescent Life Assurance Co. Ltd.
14 New Bridge Street, EC4V 6AU 01-353 8931

Managed Fund	142.7	151.3	+0.2	—
Managed Int.	144.5	153.3	+0.4	—
UK Equity	157.6	167.1	+0.4	—
Property	110.0	116.7		—
Money Market	113.8	120.1		—
Fixed Int.	133.9	141.9	+0.1	—
Tokyo	172.9	183.2	+0.1	—
American	136.0	144.2		—
International	132.6	140.6	+0.1	—
Growth & Incm	145.5	154.3	+0.3	—
High Distribution	146.1	154.9	+0.2	—
Capital	167.2	177.2	+0.5	—
Resources Fund	103 4	109 6	+0.4	—

Crown Life
Crown Life Hse., Woking GU21 1XW 04862 5033.

Dist Fd. Incm.	156.8	164.2	-0.1	7.50
Mang'd Fd. Acc.	214.2	225.4	+0.1	—
Mang'd Fd. Init.	179.8	189.2	+0.1	—
Mang'd Fd. Incm.	163.0	171.5	+0.1	6.00
Mang'd Fd. Cap.	208.6	219.5	+0.2	—
Property Fd. Acc.	146.3	154.0		—
Property Fd Init	123.1	129.5		—
Property Fd. Inc.	109.3	115.0		4.00
Property Fd Cap.	142.5	150.0		—
Fixed Int Fd Acc	180.6	190.1	+0.2	—
Fixed Int. Fd. Incm.	119.3	125.5	+0.1	10.00
Fixed Int. Fd. Cap.	176.0	185.2	+0.2	—
Equity Fd. Acc.	270.4	251.7	+0.6	—
Equity Fd. Init.	185.9	195.6	+0.5	—
Equity Fd. Incm.	177.3	186.6	+0.5	5.50
Equity Fd. Cap.	214.7	225.9	+0.6	—
Inv. Tst. Fd. Acc.	247.4	260.4	+0.5	—
Inv. Tst. Fd. Init	208.3	219.2	+0.4	—
Inv. Tst. Fd. Incm.	203.6	214.3	+0.4	3.00
Money Fd. Acc.	146.0	153.6		—
Money Fd. Incm.	93.3	98.2		10.50
Money Fd. Cap.	142.1	149.5		—
Inter'l Fd.	196.0	206.3	-0.7	—
Inter'l. Fd. Incm.	165.7	174.4	-0.6	3.50
High Income Acc.	189.9	199.8	+0.2	—
High Income Inc.	146.3	154.0	+0.2	6.50
Crown. Brit. Inv. A	277.3			—
Pens. Mixed. Fd.	228.9	237.2		—
Pens. Mang'd. Acc.	169.3	178.2		—
Pens. Mang'd. Init.	154.2	162.3		—
Pens. Equity Acc.	205.9	216.7		—
Pens. Equity Init	187.0	196.8		—
Pens. Fxd. Int. Acc.	158.0	166.3		—
Pens. Fxd. Int. Init.	144.0	151.5		—
Pens. Growth Acc.	129.0	135.7		—
Pens. Growth Init.	123.5	129.9		—

G.T. Management Ltd.
16 Finsbury Circus, Lond EC2M 7DJ 01-628 8131

G.T. Plan Bond Fund	124 3	130 9	1.1	—
GT Pln High Yld Fnd	128 5	135 3		—
GT Plan Far East Fnd	126 1	132 8		—
GT Plan N Am Fd	126 4	133 1		—
GT Pln UK&G E. Fnd	146.1	153.8		—
GT Pln Wrldwde Fnd	147 9	155 7		—
GT Pension Bnd Fnd	136.1	143 3	-1 3	—
GT Pen High Yld Fd	147 5	155 3		—
GT Pen Far East Fd	155 9	164.2		—
GT Pen N Am. Fd	177 8	187 2		—
GT Pen UK & G.E. Fd	169 0	177 9		—
GT Pen Worldwide Fd.	159.0	167 4		—

Prices for Accum Units only

Assicurazioni GENERALI S.p.A.
117, Fenchurch St., EC3M 5DY. 01-488 0733

Intl Managed Bond	172.0	181.1		—

General Portfolio Life Ins. C. Ltd.
Crossbrook St, Cheshunt, Herts. Waltham X 91971

Portfolio Fd. Acc.	257.8			—
Portfolio Fd. Inst.	210.1			—

See adjacent page Mon-Fri and Stock Exchange Dealings page Sat

Gresham Unit Ass. Ltd.
2-6, Prince of Wales Rd. B'mouth. 0202 767655

Managed Fd.	276.5	291.0	+0.6	—
Money Fd.	157.4	165.7	+0.1	—
Equity Fd	233.5	246.1	+1.0	—
Fixed Int. Fd.	119 5	125 9	+0.9	—
Property Fd	175.4	184.8		—
Managed Pen. Fd.	269.2	283 7		—
Equity Pension Fd.	175.1	184.5		—
Fixed Int. Pen. Fd.	167.4	176.4		—
High Yield Pen. Fd	165.3	174.2		—
Money Pension Fd.	131.2	138.1		—
Property Pension Fd	129.3	136.2		—
Gresham/Framlington				
American & Gen. Fd.	223.8	235.6	-0.2	—
Income Fd	204.1	215.1	+2.2	—
Int'l. Growth Fd.	255.8	269.5	+2.6	—
Capital Fund	213.6	225 1	+1.2	—
Recovery Fund	161.0	169.6	+1.3	—
Japan & Gen Fd	96.0	101.2	+0.1	—

Growth & Sec. Life Ass. Soc. Ltd.
48, London Fruit Exchange, E1 6EU 01-377 1122

Flexible Finance	£1.536	—		—
Landbank Secs	0.6674	—		—
Landbank Secs. Acc.	189.2	194.1		—
G. & S. Super Fd.	£11.598	—		—

Guardian Royal Exchange
Royal Exchange, EC3. 01-283 7101

Guardian Assurance				
Property Bonds	307.4	320.2		—
GRE Linked Assurance Ltd.				
Managed Initial	220.1	231.6	+1.0	—
Do. Accum	246.2	259.1	+1.2	—
Equity Initial	281.6	296.3	+3.1	—
Do. Accum	314 9	331.4	+5.5	—
Fixed Int. Initial	198.2	208.7	+0.7	—
Do. Accum	221.7	233 4	+0.8	—
Intnl. Initial	215.2	226.5	+1.1	—
Do. Accum	240.7	253 4	+1.3	—
North American Initial	96.4	101.5	+0.3	—
Do. Accum	98.1	103.3	+0.3	—
Pacific Initial	107.2	112 9	+0.6	—
Do. Accum	108 1	113.8	+0.6	—
Index-Linked Gilt Init.	92.6	97.5		—
Do Accum	94.3	99.2		—
Property Initial	123.8	130.4	+0.2	—
Do Accum	138.5	145.8	+0.3	—
Deposit Initial	123.8	130.4		—
Deposit Accum	138.5	145.8		—
GRE Pensions Management Ltd.				
Pens. Managed Initial	219.7	231.3	+1.3	—
Pens. Managed Acc.	240.2	252 9	+1.5	—
Pens. Equity Initial	290 9	306.1	+1.2	—
Pens. Equity Acc.	318.0	334.7	+1.4	—
Pens. Fxd. Int. Initial	203.4	214.1	-0.6	—
Pens. Fixed Int. Acc.	222.4	234.1	+0.7	—
Pens. Int'l Initial	206.5	217.4	+1.3	—
Pens. Int'l. Acc.	225.8	237.7	+1.5	—

Continued on adjacent Page Mon-Fri and Stock Exchange Dealings Page Sat.

Hambro Life Assurance P.L.C.
Allied Hambro Ctr, Swindon, SN1 1EL 0793 28291

Fixed Int. Dep. Acc.	188.8	198.8	+0.3	—
Equity Acc.	413.5	435.3	-2.8	—
Property Acc.	286.8	301.9	+0.3	—
Managed Cap.	235.7	248.2	-0.8	—
Managed Acc.	362.0	381.1	-1.2	—

Property Fund	47.7	51.5		—
Managed Fund	131.0	138.0		—

Henderson Administration
26 Finsbury Sq, London EC2. 01-638 5757
See adjacent page Mon-Fri and Stock Exchange Dealings page Sat

Hill Samuel Life Assur. Ltd.
NLA Twr., Addiscombe Rd., Croy. 01-686 4355

Security Fund	154.5	162.7		—
British Fund	154.2	162.4	+0.2	—
International Fund	178.5	187.9		—
Dollar Fund	163.0	171.6	-0.7	—
Capital Fund	156.1	164.4	+0.7	—
Income Fund	170.7	179.7	+0.6	—
Property Series A	178.1	187.5		—
Property Units	289.1	303.6		—
Financial Fund	141.7	149.2		—
Managed Series A	188.4	198.4	+0.6	—
Managed Series C	150.3	158.3	+0.5	—
Managed Units	326.1	343.3	+0.9	—
High Yield Fund	163.9	172.6	+0.9	—
Money Series A	145.5	153.2		—
Money Units	184.5	194.3		—
Equity Fund	195.7	206.0	+0.9	—
Fixed Int. Fund	166.0	174.8	+0.2	—
Indexed Sec. Fd	99.8	105.1	-0.2	—
European Fund	185.7	195.5	+1.5	—
Natural Resources Fd.	142.8	150.4	+1.0	—
Far East Fund	220.4	232.0	+0.6	—
Smaller Cos.	147.6	155.4		—
Spec. Sits Fund	180.9	190.5	+0.9	—
Mangd. Cmcy. Fund	117.5	123.7		—
Japan Tech	96.0	101.1	+0.2	—
Pension Fund Prices				
Property Acc.	195.5	205.8		—
Property Cap.	160.4	168.9		—
Managed Acc	386.5	406.9		—
Managed Cap	300.7	316.6		—
Guaranteed Acc	210.5	221.6		—
Guaranteed Cap.	163.7	172.4		—
Equity Acc.	306.8	323.0		—
Equity Cap.	250.9	264.2		—
Fixed Int. Acc.	212.9	224.3		—
Fixed Int. Cap.	175.0	184.3		—
Indexed Secs. Acc.	104 4	119 9		—
Indexed Secs. Cap.	95.1	100.2		—

Imperial Life Ass. Co. of Canada
Imperial Life House, London Rd, Guildford. 517255

Growth Fd Feb 10	157.8	171.5		—
Pnmn Fd Feb 10	162.9	177.1		—
Pnmn Fd Ser Feb 10	162.9	—		—
Unit Linked Portfolio				
Managed Fund	171.9	180.9		—
Fixed Int. Fd.	175 0	184.2		—
Secure Cap Fd	144.2	151.8		—
Equity Fund	257.1	270.6		—
Property Fund	138.0	145.2		—

Irish Life Assurance Co. Ltd.
Basildon House, 7/11 Moorgate, EC2. 01-606 8401

Property Modules	269.5	283 6		—
Property Modules Gth.	352.3	370.8		—
Ppty. Mod. Gth. Ser. 2	163 9	172.5		—
Ppty. Mod. Gth. Ser. 3	164.0	172.6		—
Blue Chip	125.3	131.9		—
Blue Chip Series 2	186.4	196.2		—
Blue Chip Series 3	184.2	196.0		—
High Income Series 3	528.3	556.1		—
Managed	420.8	442.9		—
Managed Series 2	167.7	176.5		4 98
Managed Series 3	165.9	174.6		—
Global Series 3	186.1	195.9		—
Exempt Managed	256.7	270.2		—
Ppty. Pen. Ser. 2	109 2	114 9		—
Equity Pen. Series 2	216.3	227.7		—
Gilt Edged Pen. Ser. 2	205.3	216.1		—
Managed Pen. Ser. 2	204.4	215.2		—
Cash Pension Series 2	119.3	125.6		—

Langham Life Assur. Co. Ltd.
Langham Hse., Holmbrook Dr., NW4. 01-203 5211

Harvest Pen. Fund	148.4	156.2		—
Langham 'A' Plan	87.6	92.2		—
Prop. Bond	248.8	261.8		—
Wisp (SP) Man Fd	118.4	124.6		—

Legal & General (Unit Assur.) Ltd.
Kingswood House, Kingswood, Tadworth, Surrey KT20 6EU. Burgh Heath 53456

Cash Initial	119 3	125.6		—
Do. Accum.	146.1	153.8	+0.1	—
Equity Initial	293.6	309.1	+0.9	—
Do Accum.	359.4	378.4	+1.2	—
Fixed Initial	214.1	225.4	+0.3	—
Do. Accum	262.1	275.9	+0.3	—
Index Linked Gilt	97.3	102.5	-0.2	—
Do. Accum	101.7	107 1	-0.1	—
Intl. Initial	193.2	203.4	-0.8	—
Do. Accum	232.9	245.2	-0.9	—
Managed Initial	244.0	256.9	+0.2	—
Do. Accum.	298.7	314.5	+0.2	—
Property Initial	138.3	145.6		—
Do. Accum.	169.3	178.3		—
Exempt Cash Init	160 0	168.5	+0.1	—
Do. Accum	195.6	205.9	+0.1	—
Exempt Eqty. Init.	413.0	434.8	+1.3	—
Do. Accum	504.9	531.5	+1.6	—
Exempt Fixed Init	272.1	286.5	+0.3	—
Do. Accum.	332.6	350.2	+0.4	—
Ex. Index Lnk. Gilt	97.7	102.9	-0.2	—
Do. Accum.	102.0	107.4	-0.3	—
Exempt Intl. Initial	133.1	140.2	-0.5	—
Do. Accum.	146.0	153 7	-0.7	—
Exempt Mngd Init	343.8	361.9	+0.4	—
Do. Accum.	420 2	442.4	+0.5	—
Exempt Prop. Init	164.9	173.6		—
Do. Accum	201.6	212.3	+0 1	—
Sp. Deposit Init.	116.7	122.9	+0 1	9.00
Do. Accum.	126 6	133.3	+0 1	9 00

Legal & General Prop. Fd. Mgrs. Ltd.
11, Queen Victoria St., EC4N 4TP. 01-248 9678

L & G Feb 1	136.8	144.1		—

Next sub day March 1

Life Assur. Co. of Pennsylvania
8, New Rd., Chatham, Kent Medway 812348

LACOP Units	13.83	14.53		—

Lloyds Life Assurance—cont.
Gartmore Funds—Series A

American Feb 14	156 1	164 4		—
Australian Feb 14	117.0	123.2		—
British Feb 14	136 8	144.0		—
Commodity Feb 14	135.9	143.1		—
Extra Inc Feb 14	127 9	134.7		—
Far Eastern Feb 14	130.9	137.8		—
Gilt Feb 14	105.1	110.7		—
Global Strat Feb 14	187.2	197.1		—
Gold Share Feb 14	77.7	81.8		—
High Inc Feb 14	133.0	140.1		—
Income Feb 14	162 7	171.3		—
Japan Feb 14	179.3	188.8		—
Oil & Energy Feb 14	124.8	131.4		—
Special Sits Feb 14	144 9	152.6		—
UK Smllr Cos Feb 14	138.6	145.9		—
Man Gwt Feb 14	160.0	168.5		—

London A'deen & Nthn. Mtl. Assur. Ltd.
129 Kingsway, London, WC2B 6NF. 01-404 0393

Asset Builder	67.5	71.5	-0.8	—

London Indemnity & Gnl. Ins. Co. Ltd
18-20, The Forbury, Reading 583511.

Money Mngr Feb 1	65.9	71.1		—
MM Flexible Feb 1	56.8	59.9		—
Fixed Interest Feb 1	56.8	59.9		—

London Life Linked Assur. Ltd.
100, Temple St., Bristol, BS1 6EA 0272-279179
See adjacent page Mon-Fri and Stock Exchange Dealings page Sat.

London & Manchester Gp.
Winslade Park, Exeter EX5 1DS. 0392 52155

Invest. Tst. Fd. Cap.	315.9	—	+0.5	—
Invest. Tst. Fd. Acc.	338.9	—	+0.6	15.5
Property Fund Cap.	117 9	—		—
Property Fund Acc.	126.0	—		5.1
Flexible Fund Cap.	188.2	—	+1.1	—
Flexible Fund Acc.	201.1	—	+1.2	5 6
Fixed Int. Fd. Cap.	141.0	—	+0.3	—
Fixed Int. Fd. Acc.	150.8	—	+0.2	—
Gtd. Deposit Fd. Cap.	139.8	—		—
Gtd. Deposit Fd. Acc.	148.3	—		—
Equity Fund Cap.	135.5	—	+0.5	.2
Equity Fund Acc.	144.6	—	+0.7	—
International Fd. Cap.	127.1	—	-0.1	—
International Fd. Acc.	135.4	—	-0 1	—
Capital Gwth. Fd.	432.9	—	+1.3	—
Moneymaker Fund	176.6	—	+1.0	—
Exempt Inv Tst Cap	460.1	—	+2.1	—
Exempt Inv Tst Acc	486.9	—	+2.3	—
Exempt Inv Tst NS	482.8	—	+2.3	12.1
Exempt Ppty Cap	189.9	—		—
Exempt Ppty Acc	201.1	—		—
Exempt Ppty NS	199.3	—		4.9

Property Growth Assur. Co. Ltd.
Leon House, Croydon CR9 1LU. 01-680 0606

Property Fund	290.4			—
Property Fund (A)	282.1			—
Agricultural Fund	1,137 9			—
Agric. Fund (A)	1,107.1			—
Abbey Nat. Fund	232.1			—
Abbey Nat. Fd. (A)	231.1			—
Investment Fund	140.7			—
Investment Fund (A)	137.7			—
Equity Fund	441.8			—
Equity Fund (A)	433.0			—
Money Fund	220 9			—
Money Fund (A)	216.8			—
Actuarial Fund	229.6			—
Gilt-edged Fund	194.8			—
Gilt-Edged Fd. (A)	194.8			—
Retire Annuity	360 6			—
Immed. Ann'ty	192.0			—
International Fd	261.9			—
Bldg Soc. Life Fd	107.3			—
Property Growth Pensions & Annuities Ltd.				
All Wther Ac. Uts.	271.7	286.0		—
Inv. Fd. Uts.	278.4			—
Pension Fd. Uts.	260.3			—
Conv. Pens. Fd.	303 6			—
Cnv. Pen. Cap. Ut.	224.8			—
Man. Pens. Fd.	352.0			—
Man. Pens Cap. Ut	271.0			—
Prop. Pens. Fd.	287 8			—
Prop. Pens. Cap. Uts.	215.8			—
Bldg. Soc. Pen. Ut.	263.7			—
Bldg. Soc. Cap Ut.	200.6			—
Gilts Pens. Fd	174.9			—
Gilts Pens Fd. Cap.	151.2			—
Equity Pens. Fd.	280.0			—
Equity Pens. Fd. Cap.	242.7			—
Intl. Pens Fd	98.0			—
Intl Pens Fd Cap	97.5			—

Providence Capital Life Assc. Co. Ltd.
30 Uxbridge Road, W12 8PG. 01-749 9111

Equity Acc.	110.9	117.0		—
Fixed Interest Acc.	93.8	99.0		—
Intnl. Acc.	82.0	86.6		—
Managed Acc.	93.6	98.7		—
Property Acc.	115.2	121.6		—
Money Acc.	75.5	79.7		—
Special Market Acc.	74.8	79.0		—
Japan Acc.	69.9	73.8		—
North America Acc.	66.6	70.3		—
Pacific Acc.	54.6	57.7		—
Technology Acc.	74.8	79.0		—
Nat. Resources Acc.	54.7	57.8		—
Japan Growth Acc.	97 4	102.8		—
Individual Pension Funds				
Equity Acc.	102.2	107.9		—

Standard Life Assurance Company
3 George St, Edinburgh EH2 2XZ. 031-225 2552.

Managed	208.2	219.2	-0 9	—
Property	154.3	162.5	+0 1	—
Equity	248.8	261.9	-1.8	—
International	199.4	209 9	-1 2	—
Fixed Interest	174.0	183.2	+0.2	—
Index Linked	97.6	102.8		—
Cash	133.0	140.0		—
Pension Managed	245 5	258.5	-0 1	—
Pension Property	157.8	166.2	+0 1	—
Pension Equity	299.1	314.9	+0.3	—
Pension Intl.	238.2	250.8	-1.2	—
Pension Fxd. Int.	183.6	193.3	+0.2	—
Pension Index Linked	98.8	104 1		—
Pension Cash	151.4	159.4	+0.1	—

Sun Alliance Insurance Group
Sun Alliance House, Horsham. 0403 64141

	Series (2)			(1) Bid
Index Linked Fund	111 4	117.3	-0.1	112.1
Equity Fund	313.5	330 0	+1.3	314.1
Fixed Interest Fund	204.6	215 4	+0.2	205.0
Property Fund	219.0	230 6	—	219.5
International Fd	186.7	196.6	-1.4	187.1
Deposit Fund	146.3	154.0	—	146.7
Managed Fund	248.0	261 1	-0.2	248.4
Int Bond Feb 7				£22.83

Series (2) Prices are for policies issued after 13/7/1982.
Series (1) These are bid prices for earlier policies.

Individual Pension Funds

Index Linked	129.8	136 7	-0 1	—
Equity	159.1	167.5	+0.5	—
Fixed Int.	169.5	178.5	+0.2	—
Property	116.5	122.7		—
International	156.8	165.1	-1.4	—
Deposit	116.1	122.3		—
Managed	157.2	165.5	-0.1	—

*Group Pension funds—Prices available on request.

Sun Life of Canada (UK) Ltd.
2, 3, 4, Cockspur St., SW1Y 5BH 01-930 5400

Maple Leaf Plans				
Growth Account	473.6	—	+3.9	—
Managed Account	279.3	—		—
Equity Account	314.2	—		—
Managed Fd. Accum.	133.9	140.9		—
Equity Fd. Accum	143.4	150.9		—
Property Fd. Accum.	109.3	115.0		—
Fixed Int. Fd. Accum.	127.9	134.6		—
Intnl Fd. Accum	166.6	175.4		—
Money Fd. Accum	107.5	113.1		—
Index-Ld.Scs.Fd.Accm.	104.4	109.9		—
Pension Plans				
Pers. Pens. Account	490.5	—	+1.3	—
Pens.Mgd.Acc.Accm	228.5	240.6	+10.7	—

Sun Life Unit Assurance Ltd.

Fixed Interest	132.5	139.5	+0.6	—
(Accum Units)	140.1	147.5	+0.8	—
Cash Deposit	104.2	109 7	+0.1	—
(Accum Units)	110.2	116.0	+0.2	—
Property	98.6	103.8		—
(Accum Units)	104.3	109.8	+0 1	—
Index-Linked	100 6	105.9	-0.3	—
(Accum Units)	106.3	111.9	-0.3	—
Managed	151.8	159 8	-0 4	—
(Accum Units)	160.5	169.0	-0.2	—

Vanbrugh Life Assurance
41-43 Maddox St., Ldn. W1R 9LA 01-499 4923

Managed Fd.	293.0	308.5	+0.2	—
Equity Fd.	531.3	559.3	+1.4	—
Intnl. Fd.	212.6	223 8	-1.0	—
Fixed Int. Fd.	267.5	281.6	+0.4	—
Prop. Fd.	214 7	226.0		—
Cash Fd	179.8	189.3		—

Vanbrugh Pension Limited
41-43, Maddox St., Ldn. W1R 9LA 01-499 4923

Managed	248.9	262.0	+0 1	—
Equity	320 2	337.1	+0.8	—
Global Equity	97.5	102.7	-0.6	—
Fixed Interest	224.3	236.2	+0.6	—
Property	193.8	204.0		—
Index Linked Gilt	104 7	110.3	-0 4	—
Guaranteed	9.00	—		—
International Money	120.3	126.7	-0.2	—

Windsor Life Assur. Co. Ltd.
Royal Albert Hse., Sheet St., Windsor 68144

Investor Units	159.7	168.1		—
Accum. Pen. Units	278 6	293 3		—
Flex. Inv Growth	171.5	180.5		—

Continued on adjacent Page Mon-Fri and Stock Exchange dealings Page Sat.

OFFSHORE AND OVERSEAS

Adig Investment
Postfach 708, 8000 Munich 1, Telex 524269

Adrenta	DM22.34	23.01	-0.01	—
Adiverba	DM77 09	80 94	+0.32	—
Fondak	DM38.27	40 18	-0.37	—
Fondis	DM33 15	34 81	+0 18	—

Albany Fund Management Limited
P O Box 73, St Helier, Jersey. 0534 73933

Albany $ Fd. (CI)	$224 03	227 94		1.71

Next dealing February 24

For Allen Harvey & Ross see Cater Allen
Alliance International Dollar Reserves now Alliance Capital Management International
See adjacent Page Mon-Fri and Stock Exchange dealings Page Sat

Andover Futures Ltd. (Adv: Thomte)
c/o MIL. Bank of Bermuda 809-295 4000

NAV Sept 30	$71.25			—

Arbuthnot Securities (C.I.) Ltd. (a)(e)(h)
P.O. Box 428, St Helier, Jersey 0534 76077

Dollar Income Tst (z)	$1.013	1.0061	-0.001	11.31
Gov't Secs Tst	81.0	84 9	+0 1	11.78
Yen Bond*	199 0	207 0xd		5 80
Sterling Fd †	162.0	162 2		0.31
East Intl & Engy*	193 5	207 0		0 60

Next dealg *Feb 16. †Feb 22

B.I.A. Bond Investments AG
10, Saarenstrasse CH6301, Zug, Switzerland

Barer Bd Jan 20	SF10 735	11.300		—

Baerbank (Overseas) Ltd.
Butterfield House, Grand Cayman

Locubaer J Baer SFs	11,147	1.1481		—

Bank of America International S.A.
35 Boulevard Royal, Luxembourg G.D

Worldinvest Inc$	$136.67	117.27		7.43

Valued weekly on Wednesdays.

Barclays Unicorn International
1, Charing Cross, St. Helier, Jersey. 0534 73741

Unigilt Trust	44.2	46.0xd		10.80
Unidollar Trust	$15.22	16.28		1.30
Unibond Trust	$92.45	93.01		10.7

1, Thomas St, Douglas, Isle of Man 0624 23252

Uni-Australian Tst.	86.5	98.1	+4.2	1.20
Uni-Aust. Mineral Tst.	73 0	78.5	-0.4	1.40
Uni-Pacific Trust	186.1	200.0		—
Uni-International Tst.	74.3	79.9		1.4

Bishopsgate Commodity Ser. Ltd.
P O Box 42, Douglas, I.o.M. 0624-23911

ARMAC* Feb 6	$57.13	60.75		—
COUNT** Feb 14	£3 753	3.981		1.305
CANRHO** Feb 6	£2.443	2.591		—

Original issue. *$10 and **£1. Next val. March 5.

Bridge Management Ltd.
GPO Box 590, Hong Kong

N'bshi Fb 15 (10for1)	Y4,680	4,900		4.680
Nippon Fd Feb 15	$30.49	31.85xd		0.94

Britannia Intl. Investment Magmt. Ltd.
Box 271, Queensway House, Queen Street, St. Helier, Jersey, C.I. 0534-73114

U.S. Dollar Denominated Funds				
AmSmallerCos.Fd.	$1.942	2.088		—
Dollar Inc Fd.	$0.813	0.870		11.00
$ Mngd Curr'cy Fd	$9.41	9 97xd	+0.05	5.65
First Intnl	$20.19	21.64		—
Gold Fund	$1.054	1.154	+0.006	4.59
Jap Dollar Perf	$0.940	1.011	+0.008	—
Normandie In $Fd	$12.14	13 06		—
Universal Grwth Fd	$0 885	0.952	+0.011	—
World of Leisure				—
World of Tech	$0 766	0.821	+0.003	—

*New dealings Jan 23.

Sterling Denominated Funds				
American Invests	87.1	93 7	-1.2	—
Australian Perf Fd	85.2	91.6	+1 1	—
Far East Fund	110.4	118 7xd	+0.9	1.00
Jersey Energy Tst	16.9	18.2		—
Jersey Gilt	21.8	23.3xd	+0.1	11.85
UK Growth Fund	54.9	59 0xd	+0.1	3.05
USM Fund	137.2	147.5		—
Sterling Deposit Funds				
Mngd Currency (Inc)	£13.50	14.22		4.75
Do. (Accum)	£13.50	14.22		—
Cap Dep Tst	£16.40	16.41	+0.01	0.25

Britannia Fund Managers I.o.M.
1, Thomas St, Douglas, IoM. 0624 4856

Continued on adjacent page Mon-Fri and Stock Exchange Dealings page Sat.

Fleming Japan Fund S.A.
37, rue Notre-Dame, Luxembourg

Fleming	$78.40	—	-3.50	—

Frankfurt Trust Investment—GmbH
Wiesenau 1, D-6000 Frankfurt

FT-Interzins	DM40 42	41.63	-0.08	—
Frankft. Effekt. Fd.	DM75 48	79.45	+0.41	—

Free World Fund Ltd.
Butterfield Bldg., Hamilton, Bermuda.

NAV	$185.79			—

G. T. Management (U.K.) Ltd.
Park Hse., 16 Finsbury Circus.
Tel: 01-628 8131. Tlx: 886100.
London Agents for:

Anchor Gilt Edge	£9 90	9.95	+0.02	12.76
Anchor Int. Fd.	$8.23	8.24xd	-0.19	1.21
Berry Pac Fd.	$9.73		-0.01	0.57
Berry Pac Strlg.	£8.30	8.7360	[illegible]	0.60
GT Applied Science Fd	$15 40			—
G.T. Asia Fd.	$4.36		-0.07	0.92
G.T. Asia Sterling	£6.62	48.98	-1.98	1.07
G.T. Australia Fd.	$36.03			1.21
G.T. Bond Fund	$20.56		+0.02	8.62
G.T. Dollar Fd.	$14.19			1.06
G.T. Dlr. (Strlg) Fd	£22.54	23 69		1.11
GT Europe Fund	$10.05		+0.15	—
G.T. Global Tech Fd	$12.83			—
G.T. Honshu Pathfinder	$21.65			—
G.T. Invest. Fd.	$18.58		+0.15	0.54
G.T. Japan Small Cos.	$38.75			—
G.T. Technology Fd.	$27 28			—
G.T. Pacific Fd.	$18 43		+0.10	1.94
G.T. Asean HK Growth	$13.63			1.17
G.T. S China Fd HK$	10,463.87			—

Gartmore Fund Managers Ldn. Agents
2, St. Mary Axe, London, EC3. 01-623 1212

Gartmore Fund Managers (C.I.) Ltd. (a) (h)
41, Broad St., St. Helier, Jersey. 0534-73741

Gilt Fund (Jersey) Tue	88.0	93.0xd		10.10

Gartmore Fd Managers (Far East) Ltd(a)(b)
1608 Hutchison Hse., 10 Harcourt Rd., H. Kong.

Australia Tst. Mon	$7.141	7 686		1.30
Japan Fd Tue	$33 600	36 070xd		0.60
N. American Tst. Wed	$23.521	25.289		0.60
Intl Bond Fund. Thu.	$10.119	10 660	+0.215	7.00
HK & Pac. U. Tst Fri.	HK$8.912	9.522		2.60

Gartmore Fund Managers (IOM) (a)
P O Box 32, Douglas, Isle of Man Tel. 0624 23911

Intl Inc Thu	20 7	22 1		—
Intl Grth. Thu	241.1	256.5	-4 8	0.60

Assicurazioni GENERALI S.p.A.
P O Box 132, St. Peter Port, Guernsey, C.I.

Sterling Managed Fd.	£151.50	159.50		—
Dollar Mngd Fnd.	$148 78	156.61		—

Granville Management Limited
P O Box 73, St. Helier, Jersey. 0534 73933

Granville Inv. Tst.	£11.16	11.45		2.58

Next dealing day Feb. 22

Grindlay Henderson Mngt Ltd.,
P.O. Box 414, St Helier, Jersey. 0534 74248.
See adjacent page Mon-Fri and Stock Exchange Dealings page Sat.

Guinness Mahon Int. Fund (Guernsey)
PO Box 188, St. Peter Port, Guernsey. 0481 23506.

U S. $ Price (Part.)	$20.65	21.34	+0.17	—
£ Sterling Equivalent	£14.28	14.84	-0.08	—
U S $ Price (Accum.)	$21.94	22.66	+0.18	—
£ Sterling Equivalent	£15 17	15.76	-0.09	—
Guinness Mahon Distrib. Fund (Guernsey)				
U.S. $ Price	$20.00	—		—
£ Sterling Equivalent	£13 86	—		—

Prices at Feb 16. Next dealing Feb 23

Hambro Pacific Fund Mgmt. Ltd.
2110, Connaught Centre, Hong Kong

Far East Feb 14	$4.49	4.83		—
Japan Fd Feb 10	$16.85	18.09		—

Hambros Fd. Mgrs. (C.I.) Ltd.
P O Box 86, Guernsey. 0481-26521

Capital Reserve Fund	£17.35	17.36		0.23
C.I. Fund	365 0	388 7		2.23
Special Sits. Fund	£1 468	1.546		1.81
Sterling Income Fund	109 9	114 7xd		10 46
Dollar Income Fund	$1.031	1.077xd		11.14
Trans. Nat. Trust	$1.131	1.191		2.52
Intnl. Bond	$100.08	105.56xd		10.35
Int. Equity	$21.13	22.26		0 54
Int. Svgs. 'A' $US	$1.69	1.78		—
Int. Svgs. 'B'	$2.36	2.48		—
Galleon Ass. Fd A	$1.16	1.166		—
Amer Spec Accts	$0.87	0.92		—
Amer Equity Inc	47.1	49.6		6.55

Henderson Admin. & Man. (Guernsey)
PO Box 71, St. Peter Port, Guernsey 0481 26541

American (US cents)	147.3	152.8		—
Ntrl. Res. (U.S. cnts)	123.6	131 4		—
Gilt Fund	£10.59	11.22	+0.09	11.14
Prime Res. Props.	£0.99	1.06		—

Henderson Baring Group
1901, Edinburg Tower, Hongkong.

Australia	$11.55	12.44		2.10
Hong Kong	$11.93	12.79	-0.02	2.70
Japan Tech.	$29.30	31.31		—
Japan Fund.	$39.89	42.62	-0.50	0.42
Malay Sing.	$23.71	25.53		1.30
Pacific Fd.	$15 850	16 642	-0.40	1.45
Pacific Intl Fd.	$10.59	11.12	+0.14	—
Bond Fd.	$10.679	11.212		10.70

Hill-Samuel & Co. (Guernsey) Ltd.
8 Le Febvre St., St. Peter Port, Guernsey, C.I.

Guernsey Tst.	318.1	340.3	+1.3	2.38

Hill Samuel Investment Mgmt. Intnl.
P.O. Box 63, Jersey. 0534 76029

UK Equities (C.I. Fd.)	210.2	225.0		2 5
UK Gilt (Jy. Fxd. Int.)	107.0	113.0xd		10.5
Int. Man. (Growth Fd.)	176 6	190.4		—
Int. Currency Fund				
D. Mark	DM43.38		+0.01	—
£ Sterling	£11.59		+0.01	—
Swiss Franc	SF36 21			—
Jap Yen	Y3,559			—
U.S. $	$23.17		+0.01	—
Managed Fund	£12.56	13.19		—

Box 2622, Berne, Switzerland. Telex 33425.

H.S Overseas Fd.	$26.82	28.16	+0.06	—
Balanced (CSF Fund)	SF23 47	25 16	+0.14	—
Far East (Crossbow)	SF9.18	9.83	+0.01	—
Technology (ITF Fd)	SF15.64	17.84	+1.14	—

HK Fund Managers (Jersey) Ltd.
Hongkong Bank Bldg., Grenville St., St. Helier, CI. 0534 71460

HK Gilt Fund Acc.	£1.24	1.29	+0.01	—
HK Gilt Fund (Dist.)	£1.03	1.07		10.51

I.C. Trust Managers Ltd.
10, St. Georges St., Douglas, IoM 0624 25015

Int. Commodities Tst	142.0	151.1		—

Next dealing day Mar 7

IGF Management Group
See adjacent page Mon-Fri and Stock Exchange Dealings page Sat.

N.V. Interbeheer
PO Box 85690, The Hague, Holland

Esmeralda (Offer Pce)	Dfl188.84	—	+0.29	2.29

International Bond Trust
2, Boulevard Royal, Luxembourg

CIS A NAV Feb 15	$11.31	—	+0.10	—
CIS B NAV Feb 15	$13.84	—	+0.09	—

Camb. Currency & Gd.	£1.0058	1.0587		2.03

Northgate Unit Tst. Mgrs. (Jersey) Ltd.
P.O. Box 82, St. Helier, Jersey 0534 73741

Pacific Fd Feb 15	$13.88	14.94	-0.27	—

Pacific Basin Fund
10a Boulevard Royal, Luxembourg.

NAV	$18.05		+0.08	—

Inv. Adv.: M & G Inv. Mngt., Ltd., London.

Perpetual UT Mngrs (Jersey) Ltd
PO Box 459, St. Helier, Jersey 0534 74517

Offshore Gr	$1.148	1.221		1.00

Phoenix International
PO Box 77, St. Peter Port, Guern. 0481 26741

Inter-Dollar Fund	$4 01	4.33		—
Far East Fund	$3.56	3 83		—
Intl. Currency Fund	$1 73	1.87		—
Dollar Fxd. Int. Fund	$3 82	4 12		—
Ster. Exempt Gilt Fd.	£2.33	2.51		—

Providence Capitol International Ltd.
PO Box 121, St Peter Port, Guernsey 0481 26726/9

UK Stockmarket	£1.560	1.678	-0.057	—
Intl. Stockmarket	$1.030	1.108	-0.021	—
World Technology	$1.302	1.399	-0.009	—
N. Am. Stockmarket	$1.007	1.084	-0.026	—
Far East	$1.061	1.141	-0.021	—
UK Fixed Interest	£1.421	1.529	-0.010	—
Intl. Fixed Int.	$1.129	1.215	+0.004	—
Intl. Currency	$1.250	1.330	-0.007	—
Intl. Money Market	$1.104	1.188	-0.002	—
U.K. Money Market	£1.059	1.140	+0.001	—
Stg. Mangd. Fd.	£1.294	1.392	-0.002	—
Dollar Mangd. Fd.	$1.112	1.196	-0.015	—

Savings Target Rate £7.50/$7.75
Prices on Feb 15. Next dealing Feb 22.
For Quest Fund Mngt. (Jersey) see Royal Trust Intl. Mngt.

Quilter/Heinold Commodities
31-45, Gresham Street, EC2V 7LN. 01-600 4177

Resource Fund	$136 47	—		2.16

Next dealing date March 1.

Rea Brothers (IoM) Ltd
29 Athol St, Douglas, IoM. 0624 29696.

Bond Fund	£1.23	1.265		8.42

Richmond Life Ass. Ltd.
4 Hill Street, Douglas, IoM. 0624 23914

Coin Trust	21 8	23 4		—
Diamond Bond	49 9	53 6	-21 7	—
Gold Bond	248.9	264 6		—
Sterling Deposit Bd.	173 72	182 75	+0.05	9 12
UK Gilt Fund	166.3	176.8	+3.9	—

Rothschild Asset Management (C.I.)
St Julian's Ct, St Peter Pt, Guernsey 0481 26741

OC America Fd.*	$3 27	3 47xd		1.25
OC Sm Co***	186 4	197.5		1.37
OC Commodity†	117.8	124.8xd		2.44
OC $ Comdty*	$35.32	37.33		1.85
OC Hongkong††	HK$37 94	42.48		—

*Prices Feb 9. Next dealing Feb 21. †Prices Feb 14. Next dealing Feb 29. ***Prices Feb 15. Next dealing Feb 29.
††Dealings every Wednesday.

OC Intl Reserves Ltd. 0481-26741 26331
See adjacent page Mon-Fri and Stock Exchange Dealings page Sat.

Rothschild Australia Asset Mgt Ltd.
17 Bridge St, Sydney 2000, Australia

Five Arrows Aust. Eq	A$1.45	1.49		6.3

Royal Bank of Canada Funds
RBC Invest Managers Ltd
PO Box 246, St Peter Port, Guernsey 0481 23021

Intl Income Fd	$9.84	10 47		—
Intl Capital Fd.	$15.51	16.83xd		—
North America Fd	$6 42	7.03	-0.08	—
RBC Intl Currencies Fd Ltd				
U.S.$	$22.07		+0.02	—
Canadian $	$27.45		+0.01	—
£ Sterling	£11 11		+0.01	—
D-Mark	DM52 48			—
Swiss Francs	SF41 21		+0.01	—
Japanese Yen	Y6,365		+1.0	—
Managed Fund	$21.50		+0.09	—

Daily Dealings

Royal Trust Intnl. Fd. Mngt. Ltd
PO Box 194, St Helier, Jersey. 0534 27441

Sterling Fxd Int Fd.	£0 841	0.891xd	-0.004	8 98
International Secs.	$1 113	1.197xd	-0.022	0 92
International Bond	$0 827	0.87xd	-0.010	10.96

Prices on February 15. Next dealing February 22.

SCI/Tech S.A.
2 Boulevard Royal, Luxembourg

SCI/Tech Nav	$10.04	—	+0.11	—

Save & Prosper International
Dealing to:
P.O. Box 73, St. Helier, Jersey 0534 73933

Fixed Interest Funds				
Deutschmark Bd **	DM10.44	11 08		4 96
Dllr. Fxd Int. **	$8 29	8.89		9 90
St. Fixed**	115 4	122.0		11 48
Yen Bond**	1,454	1,553		2.93
Equity Funds				
UK Growth‡	150.4	162.7	+0 3	1.34
Internatl. Gr ‡	$11.51	12 45		—
Far Eastern‡	$23 51	25 42	+0.18	—
North American‡	$7 86	8.50	+0.05	—
Commodity Funds				
Commodity **	108 3	114 1		—
Gold‡	$12 65	13.68xd	+0.14	2.30
Multicurrency Reserve Fund‡				
U S. $	1 00	—		8 85
D Mark	10 00	—		4 24
£ Sterling	1 00	—		8 32
Yen	1000 0	—		4.75
Deposit Fund				
Sterling Deposit‡	181 1	182.2		0.14

*February 15 **February 16.
(Weekly dealings) ‡Daily dealings

Schroder Magt. Services (Jersey) Ltd.
P.O. Box 195, St Helier, Jersey 0534 27561
See adjacent page Mon-Fri and Stock Exchange Dealings page Sat.

Swiss Franc	SF75 95		+0.01	—
U.S.$	$31.43		+0.02	—

1 Thomas St, Douglas, I.o.M. 0624 4856

Merc IoM Fund	55.8	60.0	+0.3	7.50
Merc Intl. Bond Fd.	37.2	40 0	+0.2	8.00

Wardley Investment Services Ltd.,
4th Floor, Hutchison House, Hong Kong

Wardley Trust	$5 74	6.07		1.24
Wardley Nikko As. Fd.	$27 21	28.86		5.20
Wardley Bond Trust	$10.45	11.00		8 45
Wardley Japan Trust	$29 13	31.12		0.48
Wardley Prv Cap Tst	$9 69	10.27		—

WestAvon Secs (Guernsey) Ltd
PO Box 304, St Peter Port, Guernsey 0481 27963

Gilt & Option Fd	£1.18	1.23xd		2.50
US $ Option	$0.77	0.82		—

World Wide Growth Management¢
10a, Boulevard Royal, Luxembourg

Worldwide Gth Fd	$12.64		+0.11	—

Inv Adv: M & G Inv. Mngt., Ltd, London.

Wren Commodity Management Ltd.
10, St. George's St., Douglas IoM 0624 25015

Wren Com. Fund	24.0	25.0		—
Chinese Fund	60.9	63 4		—
Precious Metal Fund	126.5	131.7		—
Vanguard Cmdy. Fd.	34.6	35.5		—
Financial Futures Fd	60 8	63.3		—
Wren Intl. Fnd.*	$0.731	0.761		—

NOTES

Prices are in pence unless otherwise indicated and those designated $ with no prefix refer to U.S. dollars. Yields % (shown in last column) allow for all buying expenses. a Offered prices include all expenses. b Today's prices. c Yield based on offer price. d Estimated. g Today's opening price. h Distribution free of UK taxes. p Periodic premium insurance plans. s Single premium insurance. x Offered price includes all expenses except agent's commission. y Offered price includes all expenses if bought through managers. z Previous day's price. ¶ Guernsey gross. ø Suspended. ◆ Yield before Jersey tax. † Ex-subdivision. ‡‡ Only available to charitable bodies. § Yield column shows annualised rate of NAV increase.

COMMODITIES AND AGRICULTURE

Cocoa market prices tumble

BY OUR COMMODITIES STAFF

A NEW bout of speculative selling pushed cocoa prices through previous support levels yesterday, taking nearby futures quotations to the lowest level since late last year.

The May position ended £71 down at £1,760 a tonne, £271 below the January peak.

Though the decline was largely technical, it was also influenced by reports that Ghana Cocoa Marketing Board purchases had reached 141,000 tonnes, which encouraged greater optimism on West African crop prospects generally.

Peter Blackburn writes from Abidjan: Bush fires have again broken out in various parts of the Ivory Coast, destroying cocoa and coffee plantations, the official daily newspaper Fraternite Matin said yesterday.

In the south eastern Adzope region, 100 hectares of cocoa and coffee plantations were destroyed, the paper reported. It said the fires were caused by farmers clearing land, hunters smoking out animals and arsonists.

The fires are fanned by the *Harmattan* — a dry, dusty wind that blows south from the Sahara Desert.

Last year bush fires, aggravated by an exceptionally strong and long *Harmattan*, combined with drought to cause a drop of nearly 100,000 tonnes in the cocoa crop to 360,000 tonnes, according to Agriculture Ministry estimates. Mr Denis Brakanon, agriculture minister, recently said the loss in export earnings totalled $500m (349.6m).

However, agriculture officials said the bush fires are not as serious as last year. They said the *Harmattan* is less strong, while the rains lasted until the end of January — more than a month later than last year. Morning mists are resulting in greater soil humidity, they added.

The officials explained that the Press report was part of a national campaign launched recently to alert public opinion against the danger of a recurrence of last year's bush fires.

However, they warned that if no rain falls in the next six weeks the situation could deteriorate sharply.

According to the Agriculture Ministry, the 1983-84 cocoa crop is estimated at 320,000 to 330,000 tonnes, the lowest for six years. Officials said that due to drought many beans are undersized, thus reducing further the commercial value of the crop.

Flood fear hits LME zinc

BY JOHN EDWARDS

ZINC VALUES came under renewed selling pressure on the London Metal Exchange yesterday. Cash zinc closed £12 lower at £670 a tonne after reaching £694 in early trading.

The market was confused by conflicting reports of a possible cutback in deliveries from the Centromin Mining Company in Peru of zinc, copper and lead following reports of floods closing the mine.

However, in the afternoon a company spokesman said there was no possibility of any reduction in supplies this week and that the situation would be reviewed next week. The question of *force majeure* would only be considered if landslides continue in the Peruvian mountains.

Copper was also affected by the Centromin rumours, but managed to hold some of the early gains. The higher grade three months quotation closed £5.5 up at £1,024.75 a tonne after touching £1,028.

Poultry workers threaten port blockade

Financial Times Reporter

POULTRY WORKERS yesterday threatened to blockade ports and picket supermarkets to prevent the sale of imported poultry, which they say is being dumped in Britain.

"We are not afraid of competition, but the French are dumping an inferior product on the market and it has already cost our industry 7,000 jobs in the last 18 months," said Mr Jack Boddy, general secretary of the farmworkers' section of the Transport and General Workers' Union.

An emergency meeting of the TUC's poultry committee yesterday decided to endorse the port blockade if the Government fails to take action

The committee is to urge producers to launch a joint campaign to persuade the public to buy British and supermarkets will be picketed to bring home the message, Mr Boddy said.

French poultry contained up to 20 per cent more water than was allowed under UK regulations and the Government should ban its entry until British standards were met, he said.

● **TWO** Danish trawler skippers were fined £17,000 each with £100 costs by Plymouth magistrates yesterday after admitting fishing for mackerel in a prohibited zone off the coast of Devon this month.

● **THE** Banco do Brasil's foreign trade department, Cacex, authorised industries to export a further 50,000 tonnes of frozen concentrated orange juice from stocks and raised its minimum export price to $1,300 per tonne.

● **LONDON** potato futures prices rallied strongly yesterday, after Wednesday's shakeout. The April position gained £7.20 to £204.8 a tonne, after opening at a low of £196. The recovery was attributed to an upturn in the Amsterdam futures market.

Farm research loses a practical base

John Cherrington reports on plans to close two development centres

THE Agricultural and Food Research Council has caused consternation in some sectors of farming by proposing to close two of its most recent centres, the Weed Research Organisation near Oxford and the Letcombe Laboratory at Wantage. Both are better known to farmers than the usual run of research establishments because they deal with problems of immediate interest to farmers. Weeds are always with us. As soon as one strain is conquered others take its place, or so it seems.

Letcombe was looking into the practical effects on soil structure of modern husbandry methods: how to counter the increasing weights of modern machinery and the disposal of straw. Both establishments seem to be particularly relevant to modern arable farming. One of the complaints about the proposed change is that the transference of the Letcombe work to Long Ashton near Bristol, as suggested by the council, would move the centre away from the main arable areas to an area of predominantly grassland.

Other changes have been proposed, including a reduction in the work of the Welsh Plant Breeding Station and a general shift in the pattern of research from what are considered over-supported subjects, such as arable crops and cereal variety production, towards food science and technology, human nutrition and genetic manipulation.

These changes are being forced on the council by overall controls on spending which limited the budget from £122m in 1983/84 to £131m in 1987/88 including inflation. This funding comes principally from the Department of Education and Science, the Ministry of Agriculture and the Department of Agriculture for Scotland. It could fairly be asked why farmers do not pay for their own research, but in some respects they do.

They all pay taxes, of course, and their purchases of fertiliser, chemicals, feedstuffs and machinery support the extensive research and development of the suppliers. Many years ago Norfolk farmers helped to fund a research station at Sprowston and there have been individual contributions as well. Rothamsted Experimental Station began as a private trust, as did several others, but they became part of the national responsibility under the council's guidance.

Britain seems to have fallen in with the general practice everywhere of state funding for farm research. About 20 years ago I had the opportunity to study research and development in a number of countries and came to the conclusion that no country held a monopoly of agricultural excellence but some countries were better than others in disseminating the information to farmers.

New Zealand and Ireland are both dependent on farming and have no industrial base with which to support expensive research. In both countries, farm research is directly aimed at producing the highest yield of meat and milk products from grass, for which both countries are well suited. It is a case of relevant or applied research directed to a definite end.

Somehow in Britain we seem to have missed that particular aspect. Much of the research here is fundamental, which I would translate as having no immediate practical value. Some scientists seem to scorn relevance. The director of one of the institutes, since retired, told me his staff would follow their own line of country but that if anything of interest to farmers came up they were welcome to it.

I cannot avoid the unworthy thought that one of the reasons the Weed Research Organisation and Letcombe have been chosen for the chop is that they have broken the rules in some way by actively publicising the work they are doing and by relating rather well with the farmers whose problems they were trying to solve.

The fundamentalists would say that the practical work these stations are doing would be best left to the Ministry's husbandry farms. These are supposed to apply the results of research to day to day farming, but farmers seem to prefer going to the highest step of the research ladder which will accommodate them and talking directly to the scientists.

This issue has been raised before by Lord Rothschild who, in a report on the Research Councils, called in effect for a much bigger proportion of relevant research. It was bitterly opposed by the scientific establishment at the time and these latest proposals would seem to underline the fact that they have successfully resisted his ideas. Scientists who leave their ivory towers to tread the soil do so at their peril.

Indian tea gardens plan production boost

BY P. C. MAHANTI IN CALCUTTA

THE Indian tea industry is preparing a crash production plan to increase tea output in the country this year by at least 20m kg. To back up the programme many North Indian gardens have declared their readiness to plough back part of the superprofits they earned in 1983. According to industry sources at least 75 per cent of the funds required will be provided by the gardens to implement the crash programme.

However, the plan isstill tentative and its practical implications are being discussed with New Delhi.

However, the plan is still tentative and its practical implications are being discussed with New Delhi.

It is expected that a firm production target of 620m kg will be announced next month, during which a national meeting on tea is due to be held

In South India the gardens also have a plan to raise production on a crash basis—to at least 135m kg against 110m kg last year. According to the United Planters Association of South India, a crash plan involving an investment of R300m (£19.7m) has been drawn up by the South Indian tea gardens for the purpose. As a matter of fact, the weather in the south has been so good that production by the end of the year may wel lexceed 138m kg.

Meanwhile, the consultative committee of Plantation Associations of Calcutta, which represents the entire plantation interests of the country, has prepared a blueprint for tea production by the end of this century, according to which at least 1,100m kg of tea must be produced by the year 2000 to meet the expected growth in demand in domestic consumption and exports.

The domestic demand has been estimated at 530m kg and export requirements have been placed at about 420m kg by the turn of the century.

The committee has assessed that in order to produce this quantity it will be necessary to extend the planted area by 53,600 hectares; carry out infilling of about 30,500 hectares and replant on about 44,600 hectares.

Hot summer 'cost £25m' in lost red meat sales

By Richard Mooney

LAST YEAR'S hot summer cost Britian's red meat industry at least £25m in lost sales, a report published by the Meat and Livestock Commission suggests.

Analysts of consumption trends and temperatures in recent summers indicates that a 1 degree centigrade increase in average maximum summer temperature usually results in a decline of about 1.37 per cent in expenditure on red meat, the commission says.

Last year, however, while the average temperature between mid-June and mid-September was only 2.3 dgrees above normal, expenditure was about 6 per cent down.

The main sufferer was pork, sales of which were down by 10 per cent. Beef and veal sales were about 6 per cent down but expenditure on lamb was hardly affected.

The report points out that pork is generally acknowledged to be the most affected by hot weather as it can be difficult to handle when temperatures are high and retailers are inclined to stock less of it.

The performance of beef varied according to cut, with forequarter cuts doing particularly badly and grilling steak relatively well.

Lamb's apparent near-immunity to the summer temperature factor may reflect the seasonal apearance of English lamb on the market, the report says.

"During many of the years analysed there is evidence to suggest that there has been a switch from beef and pork to lamb during the summer months."

Overall consumption of red meat is always lower in the summer, reaching a seasonal low in the four weeks to mid-August

Meat Demand Trends, from MLC, PO Box 44, Queensway House, Bletchley, MK2 2EF.

PRICE CHANGES

In tonnes unless stated otherwise	Feb. 16 1984	+ or —	Month ago
Metals			
Aluminium	£1100	....	£1100
Free Mkt	$1540/570	....	$1560/610
Copper			
Cash h Grade	£1005.75	+5.25	£957.5
3 mths	£1024.75	+5.5	£982.75
Cash Cathode	£994	+6	£947
3 mths	£1014	+6	£969.5
Gold troy oz.	$384	—0.75	$374.875
Lead Cash	£283.75	—1.5	£271.5
3 mths	£292.75	—0.5	£280.125
Nickel	£5025.64	....	£4946
Free Mkt	205/225c	....	208/228c
Palladium oz	$159.00	+1.00	$159.25
Platinum oz	£270.15	+0.85	£264.95
Quicksilver†	$290/300	....	$305/310
Silver troy oz	633.65p	+6.20	581.15p
3 mths	647.10p	+5.85	593.90p
Tin cash	£8527.5	+12.5	£8610
3 months	£8670.5	+20	£8757.5
Tungsten	$77.08	....	$74.41
Wolfram22.04lb	$75/78	....	$74/77
Zinc	£681	—12	£694
3mths	£678.5	—8.75	£687.5
Producers	$1,058	....	$960

	Feb. 16 1984	+ or —	Month ago
Oils			
Coconut (Phil)	$1215v	....	$1090
Groundnut	‡	....	‡
Linseed Crude	£428	....	£444
Palm Malayan	$700x	+15	‡
Seeds			
Copra Phil	$755w	....	$715
Soyabean(U.S.)	$291.45z	+3.75	$302.25
Grains			
Barley Fut. May	£119.75	—0.10	£120.40
Maize	£147.00	....	£147.00
Wheat Fut. May	£124.00	+0.25	£119.60
No2 Hard Wint	‡	....	‡
Other commodities			
Cocoa ship't*	£1818	—75	£1944
Futures May	£1760.5	—71	£1886.5
Coffee Ft. May	£1973.5	+21.5	£2054
Cotton A Index	86.55c	—0.05	87.90c
Gas Oil Mar	$242.75	+2.25	$256
Rubber (kilo)	84p	—0.5	86.25p
Sugar (raw)	£119vu	+1.5	£130
Woolt'ps 64s	‡	....	‡

‡ Unquoted. u April. z March. x May. v Feb-March. w March-April. † Per 75 lb flask. * Ghana cocoa. n Niminal. c Cents per pound.

LONDON OIL

Firmness in the physical market, deriving mainly from the weakness of the dollar, supported steady gas oil prices throughout the day. The lows were traded on the opening and the market moved up about $2 during the morning. During the afternoon, prices stayed in a narrow range, reaching the highs early in the session. Crude oil firmed in line with New York, reports Premier Man.

SPOT PRICES

	Latest	Change + or —
CRUDE OIL—FOB ($ per barrel)		
Arabian Light	28.40-28.50	—
Iranian Light	27.60-28.00	+0.13
Arab Heavy	26.50-26.65	—0.03
North Sea (Forties)	29.15-29.35	+0.05
North Sea (Brent)	29.25-29.40	—0.03
AfricanBonnyLi'ht	29.40-29.60	+0.05
PRODUCTS—North West Europe ($ per tonne)		
Premium gasoline	269-272	—
Gas Oil	242-255	+2.5
Heavy fuel oil	171-174	—

CRUDE OIL FUTURES

Month	Yest'day's close	+ or —	Business Done
	$ U.S. per brl		
Mar	—	—	—
Apr	30.05	—0.10	30.10-29.90
May	29.60	+0.17	29.60-29.50
June	29.30	+0.13	29.30
July	29.20	+0.05	29.20
Aug	28.30	+0.35	—

Turnover: 314 (21) lots of 1,000 barrels.

GAS OIL FUTURES

Month	Yest'day's close	+ or —	Business Done
	$ U.S. per tonne		
Feb	243.50	+2.25	243.75-241.0
Mar	242.75	+2.25	243.25-241.2
April	239.75	+2.00	240.25-238.7
May	237.50	+1.25	238.00-237.0
June	236.75	+1.25	237.00-236.2
July	237.75	+1.50	238.00-237.0
Aug	238.75	+0.50	239.25-238.5
Sept	239.75	+0.50	240.00-239.2
Oct	241.25	+0.50	241.00

Turnover: 1,587 (2,023) lots of 100 tonnes.

GOLD MARKETS

Gold fell $¾ to $383¾-384¼ on the London bullion market yesterday. It opened at $382¾-383¼, and was fixed at $383.10 in the morning, and $383.90 in the afternoon. The metal touched a peak of $384¾-385¼, and a low of $382½-383.

In Paris the 12½ kilo gold bar was fixed at FFr 101,600 per kilo ($383.87 per ounce) in the afternoon, compared with FFr 101,550 ($383.37) in the morning, and FFr 102,300 ($382.98) Wednesday afternoon.

In Frankfurt the 12½ kilo bar was fixed at DM 33,295 per kilo ($383.99 per ounce), against DM 33,195 ($383.02), and closed at $383¾-384¼, compared with $382¾-383¼.

In Luxembourg the 12½ kilo bar was fixed at the equivalent of $383.35 per ounce, against $383.25.

In Zurich gold finished at $384¼-384¾, compared with $383-383½.

LONDON FUTURES

Month	Yest'days close	+ or —	Business Done
	$ per troy ounce		
Feb	383.00-85.50	—0.25	—
April	388.30-88.40	+1.15	389.20-86.80
June	394.20-94.70	+1.10	395.50-94.00
Aug	400.70-01.50	+1.50	402.50-01.30
Oct	407.30-08.50	+1.55	408.40
Dec	414.00-16.00	+1.50	—

Turnover: 594 (809) lots of 100 troy ounces.

	Feb. 16		Feb. 15	
Gold Bullion (fine ounce)				
Close	$383¾-384¼	(£265¾-266¼)	$384½-385	(£266½-267)
Opening	$382¾-383¼	(£265¾-266¼)	$383¼-383¾	(£266¼-267¼)
Morning fixing	$383.10	(£265.305)	$382.50	(£266.458)
Afternoon fixing	$383.90	(£265.767)	$383	(£266.250)

Gold and Platinum Coins Feb. 16

Krugrnd	$395¼-395¾	(£273½-273¾)	King Sov	$91-92½	(£63-64)
½ Krug.	$204-204¾	(£141¼-141¾)	Victoria Sov	$91-92½	(£63-64)
¼ Krug.	$104-104¾	(£72-72½)	French 20s	$76¾-78½	(£53-54¼)
1/10 Krug.	$42½-43¼	(£29½-30)	50 Pesos Mex	$474-476	(£328-329½)
Mapleleaf	$395-395¾	(£273¼-273¾)	100 Cor-Aust	$375-379	(£259½-262¼)
New Sov	$90¼-90¾	(£62½-62¾)	$20 Eagles	$540-550	(£373¾-380½)
½ New Sov.	$54-54¾	(£37½-37¾)	Noble (Plat.)	$401½-406¾	(£278-281)

EUROPEAN MARKETS

ROTTERDAM, February 16.

Wheat (U.S. $ per tonne): U.S. Two Red Winter March 151, April 152, May 152, June 15/July 15 144. U.S. Two Northern Spring 14 per cent protein Feb 188.50, May 189.50, April/May 10 171, April/May 173 May 172, June 172, July 171, Aug 168, Sept 166, Oct 169. U.S. Three Amber Durum April/May 188.50, June 187, July 186, Aug 183, Sept 178, Oct 180, Nov 182. Canadian Western Spring April/May 2— June 200, Nov 197.

Maize—(U.S. $ per tonne): U.S. three yellow Feb 150, March 147.50, April/June 149.50, July/Sept 148.50, Oct/Dec 132 sellers. Argentine Plate mid-Feb/mid-March 160, March 160, April 151, April/May 151, April/June 148 sellers.

Soyabeans—(U.S. $ per tonne): U.S. two yellow gulfports Mar 285.45, April 285.75, May 287, June 288.25, July 291, Aug 292, Sept 287, Oct 274.70, Nov 274.70, Dec 278, Jan 282, Feb 285.60 sellers.

Soyameal—(U.S. $ per tonne): 44 per cent afloat 220, Feb 220, Mar 220, April 224, April/Sept 228, Nov/Mar 229 sellers. Pellets Brazil Mar 235,

BRITISH COMMODITY PRICES

BASE METALS

BASE-METAL markets were highlighted by the late weakness in ZINC values: forward zinc edged higher to £694 in early trading on the London Metal Exchange but retreated in the afternoon to close at £689.5 as rumours of a force majeure declaration by Centromin was denied by the company, prompting heavy selling pressure. Other metals were depressed by the further rise in sterling against the dollar. COPPER touched £1028 but fell back to close the late kerb at £1023.5 while LEAD was finally £292.5, ALUMINIUM £1062.5 and NICKEL £3288.5. Buffer stock support lifted forward TIN to £8662.5.

COPPER

Amalgamated Metal Trading reported that in the morning cash Higher Grade traded at £1,007, 06.50, three months £1,027, 26.50, 26, 25.50, 26, 26.50, 26 25.50, 25, 24.50, 24, 24.50, 25, 24.50. Cathodes: Cash £994, three months £1,013.50. Kerb: Higher Grade: Three months £1,025, 26 25.50. Afternoon: Higher Grade: Three months £1,024, 25, 24, 24.50. Kerb: Higher Grade: Three months £1,023, 24, 23.50, 24, 23, 23.50. Turnover: 44,475 tonnes. U.S. Producers 67-71 cents per pound.

COPPER	a.m. Official	+ or —	p.m. Unofficial	+ or —†
High Grde	£	£	£	£
Cash	1006.5-7	+10.5	1005.5-6	+5.25
3 months	1024.5-5	+8.5	1024.5-5	+5.5
Settlem't	1007	+10.5	—	—
Cathodes				
Cash	994.5-5	+11.2	993-5	+6
3 months	1013.5-4	+10.2	1013-5	+6
Settlem't	995	+11	—	......

TIN

Tin—Morning: Standard: Cash £8,517, 16, 15, three months £8 670, 65, 60, 54, 52, 61, 60. High Grade: Cash: £8,560, three months £8,685. Kerb: Standard: Three months £8,660, 55, 60, 61, 60. Afternoon: Standard: Three months £8,650, 55, 58, 60 55, 58, 60, 61, 65, 70. High Grade: Three months £8,695. Kerb: Standard: Three months £8,665, 60. Turnover: 2,840 tonnes.

TIN	a.m. Official	+ or —	p.m. Unofficial	+ or —†
High Grde	£	£	£	£
Cash	8560-70	—7.5	8570-80	+22.5
3 months	8680-5	—18	8690-5	+22.5
Settlem't	8570	—5	—	......
Standard				
Cash	8514-8	—18	8525-30	+12.5
3 months	8660-1	—7	8670-1	+20
Settlem't	8515	—20	—	......
Straits E.	$29.15	—	—	......

LEAD

Lead—Morning: Cash £286.50, 85, 84.50, three months £295, 94.50, 94, 93.50. Kerb: Three months £293, 93.50. Afternoon: Cash £285.50 three months £294, 94.50, 94, 93.50, 93, 92.50, 93. Kerb: Three months £292, 92.50. Turnover: 13,225 tonnes. U.S. spot 24-28 cents per pound.

LEAD	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Cash	284.75-5	—.13	283.5-4	—1.5
3 months	293-.5	+.5	292.5-3	—.5
Settlem't	285	—.5	—	......

ZINC

Zinc—Morning: Cash £692.50, three months £687, 88, 84, 83, 82, 83, 84, 85, 86 87, 86, 85. Kerb: Three months £686, 85, 84, 83, 82, 83. Afternoon: Three months £682, 83, 84, 84.50, 82, 79, 78. Kerb: Three months £677, 75, 76, 77, 76.50, 75 74, 72, 70. Turnover: 18,625 tonnes. U.S. Prime Western 49.50-51.75 cents per pound.

ZINC	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Cash	692-.5	+.75	680.0-2	—12
3 months	685-.5	—.25	678-9	—8.75
Settlem't	692.5	+.5	—	......

ALUMINIUM

Aluminium—Morning: Three months £1,067, 66.50, 66, 65, 64.50, 65, 65.50, 65, 63, 62, 63, 64, 63 63.50, 63, 62.50. Kerb: Three months £1,063, 63.50, 63. Afternoon: Three months £1,062, 61, 62, 62.50, 63, 66.50, 66, 65.50. Kerb: Three months £1,065 64.50, 64, 63, 62, 62.50. Turnover: 26,625 tonnes.

Aluminim	a.m. Official	+ or —	p.m. Unofficial	+ or —†
	£	£	£	£
Spot	1037-8	—7	1039.5-8.5	—3.5
3 months	1062.5-3	—6.5	1064-.5	—3.5

NICKEL

Nickel—Morning: Cash £3,213, three months £3,285, 95. Afternoon: Three months £3,290, 87, 89. Kerb: Three months £3,287. Turnover: 2,184 tonnes.

NICKEL	a.m. Official	+ or —	p.m. Unofficial	+ or —†
Spot	3213-5	—17	3209-12	+1.5
3 months	3290-5	—20	3287-8	—2.5

SILVER

Silver was fixed 6.2p an ounce higher for spot delivery in the London bullion market yesterday 633.65p. U.S. equivalents of the fixing levels were: spot $9.153, up 14.6c; three-month $9.362, up 13.8c; six-month $9.598, up 13.7c; and 12-month $10.093, up 13.7c. The metal opened at 630½-633½p ($9.08-$9.11) and closed at 633½-636½p ($9.15-$9.18).

SILVER per troy oz.	Bullion fixing price	+ or —	L.M.E. p.m. Unoffic'l	+ or +
Spot	633.65p	+6.20	631.5p	—8
3 months	647.10p	+5.85	646.5p	—5.25
6 months	662.35p	+5.90	—	......
12months	693.80p	+6.30	—	......

LME—Silver (2,000 oz contract): cash 631.5p (637.5p); three months 646.5p (651.75p). Turnover: nil (5).

Turnover: 233 (138) lots of 10,000 oz. Morning: large three months 648.0, 45.3, 45.0. Kerb: large three months 648.5. Afternoon: large three months 644.0, 45.0, 46.0. Kerb: large three months 646.5, 47.0, 46.5, 46.0, 46.5.

COCOA

Although opening as expected, £10 lower, futures lost ground sharply during an active day and closing levels were at the recent lows. Nearby positions traded in physicals, both cocoa beans and products, but the business was again limited to second-hand dealing, reports Gill and Duffus.

COCOA	Yesterday's Close	+ or —	Business Done
	£ per tonne		
March	1756-58	—75.5	1822-50
May	1760-61	—71.0	1822-55
July	1752-53	—74.0	1814-50
Sept	1749-50	—80.0	1799-48
Dec	1727-30	—62.0	1780-26
March	1720-26	—60.0	1770-20
May	1716-20	—57.5	1715

Sales: 14,303 (7,340) lots of 10 tonnes.

ICCO indicator prices (U.S. cents per pound). Daily prices for Feb 16: 112.16 (116.08); five-day average for Feb 17:: 116.05 (116.78).

COFFEE

Robustas closed higher in nearby positions but lower in distant months. Firmer afternoon values reflected a stronger New York market, which triggered mixed buying and short-covering in a market lacking fresh fundamental news.

COFFEE	Yest'day's Close	+ or —	Business Done
March	2086-88	+17.0	2095-62
May	1972-75	+21.5	1980-51
July	1871-73	+15.0	1875-53
Sept	1825-28	+7.0	1835-15
Nov	1796-97	—7.0	1802-94
January	1760-61	—12.0	1764-50
March	1715-20	—17.5	1735-20

Sales: 3,803 (3,811) lots of 5 tonnes.

ICO indicator prices (U.S. cents per pound) for Feb 15: Comp. daily 1979 141.43 (140.99); 15-day average 140.14 (140.06).

GRAINS

LONDON GRAINS—Wheat: U.S. dark northern spring No 1 14 per cent Feb 141.50, Mar 142, April/May 130.50 transhipment east coast. English feed fob April/June 128 east coast. Maize: French second half Feb 147, first half Mar 147.50 east coast sellers. Barley: English feed fob Mar 123.25 east coast. Rest unquoted.

WHEAT			BARLEY	
Mnth	Yesterd'ys close	+ or —	Yest'rd'ys close	+ or —
Mar	128.30	+0.15	119.00	—
May	124.00	+0.25	119.75	—0.10
July	125.40	+0.30	—	—
Sept	109.05	+0.20	106.00	+0.35
Nov	112.00	+0.15	109.00	+0.50
Jan	114.95	+0.38	111.95	+0.25

HGCA — Locational ex-farm spot prices. Feed barley: S. East 118.20. The UK monetary coefficient for the week beginning Monday February 20 (based on HGCA calculations using five day's exchange rates) is expected to change to 0.938.

Business done—Wheat: Mar 122.40-2.30, May 124.00-3.80, July 125.40-5.30, Sept 109.10-8.80, Nov 112.00-1.80, Jan 114.80-4.65. Sales: 148 lots of 100 tonnes. Barley: Mar 119.00-8.90, May 19.85-9.75, Sept 106.00-5.60, Nov 109.00-8.55, Jan untraded. Sales: 151 lots of 100 tonnes.

Old crops remained slightly steadier in very thin trade, reflecting physical demand. New crops improved on profit-taking and shipper buying, reports Muirpace.

POTATOES

Morning trade was quiet, with little movement. In the afternoon prices rose sharply, following higher Dutch futures, and triggered striking stop-loss orders as April rose above £200.00, reports Coley and Harper.

Month	Yesterdy's close	Previous close	Business Done
	£ per tonne		
April	204.80	197.60	205.50-196.0
May	229.30	221.70	230.00-220.0
Nov	77.80	78.50	79.80
Feb	88.50	88.50	90.00-89.00
April	105.50	103.00	—

Sales: 1,171 (1,081) lots of 40 tonnes.

RUBBER

The London physical market opened about unchanged, met selling pressure throughout the day, and closed on an easier note, reports Lewis and Peat. The Kuala Lumpur March fob price for RSS No 1 was 269.0 (same) a kg and SMR 20 238.5 (237.0).

No. 1 R.S.S.	Yesterdy's close	Previous close	Business Done
	£ per tonne		
Mch	835-860	840-870	—
Apr	840-855	850-857	—
Apl-Jne	846-848	856-859	860-846
Jly-Sept	876-877	886-886	886-877
Oct-Dec	891-893	898-904	900-891
JanMch	906-909	913-920	—
Apl-Jne	920-932	926-940	—
Jly-Sept	930-945	939-946	—
Oct-Dec	940-957	956-957	—

Sales: 73 (223) lots of 15 tonnes, nil (same) lots of 5 tonnes.

Physical closing prices (buyers) spot 84.00p (84.50p), March 85.50p (86.00p), April 86.75p (87.50p).

SOYABEAN MEAL

The market opened unchanged and remained steady in featureless conditions, report T. G. Roddick. After an inactive afternoon session the market closed on the lows.

	Yestday's close	+ or —	Business Done
	£ per tonne		
Feb	144.50-57.50	—0.25	—
April	157.50-57.80	—0.40	158.00-57.60
June	159.70-60.00	—1.15	160.50
August	160.40-61.20	—1.50	161.60-61.50
October	161.00-62.20	—2.65	162.00
Dec	162.60-65.50	—3.15	165.50-64.00
Feb	165.00-67.00	—2.75	--

Sales: 79 (195) lots of 100 tonnes.

SUGAR

LONDON DAILY PRICE—Raw sugar £119.00 ($171.50), up £1.50, a tonne for Feb-March-April shipment. White sugar $193.00, up $3.00.

The market hesitated around $187.00 for May and prices then slipped back about $2.00 on scattered profit-taking, reports C. Czarnikow.

No. 4 Contract	Yestday's close	Previous close	Business done
	£ per tonne		
Mar	122.00-22.25	122.20	123.25-20.75
May	128.25-28.75	127.80-28.00	129.75-27.60
No. 6 Contract $ per tonne			
Mar	176.60-76.80	177.00-78.00	178.00-75.20
May	185.00-85.20	185.80—	187.80-84.00
Aug	198.00-98.40	198.50-98.80	198.20-94.60
Oct	205.60-05.80	205.40-05.80	205.60-01.80
Dec	208.60-10.80	210.00-10.60	—
Mar	226.00-26.20	225.00-26.80	227.40-26.00
May	235.00-34.00	232.00-34.00	235.20-34.00

Sales: No. 4 1,711 (2,933): No. 6 2,425 (2,617) lots of 50 tonnes.

Tate and Lyle delivery price for granulated basis sugar was £225.50 (£223.50) a tonne for export.

International Sugar Agreement — (U.S. cents per pound fob and stowed Caribbean ports). Prices for Feb 15. Daily price 6.52 (6.42): 15-day average 6.83 (6.86).

WOOL FUTURES

SYDNEY GREASY WOOL—Close (in order: buyer, seller, business). Australian cents per kg. March 570.5, 572.0, 571.0-569.0; May 583.0, 586.0, 584.0; July 598.0, 601.0, 600.0-598.0; Oct 582.0, 583.5, 584.0-583.9; Dec 587.0, 588.0, 589.0-587.0; March 601.0, 603.0, untraded; May 607.0, 615.0 untraded; July 624.0, 631.0, untraded. Sales: 36.

LONDON NEW ZEALAND CROSSBREDS—Close (in order: buyer, seller, business). New Zealand cents per kg. March 430, 440, 431-430; May 445, 450, 455-453; Aug 478, 482, 483-478; Oct 478, 484, 485-478; Dec 478, 484, 485-476; Jan 480, 485, 485-479; March 482, 487, 490-483; May 485, 488, 496-485; Aug 497, 505, 505-497. Sales: 173.

COTTON

LIVERPOOL—Spot and shipment sales amounted to 100 tonnes. Some freer involvement among spinners occurred and mixed operations were indicated. Activity centred on Middle Eastern growths, including Russian and Turkish.

MEAT/FISH

MEAT COMMISSION — Average fatstock prices at representative markets. GB—Cattle 95.51p per kg lw (+0.41). GB—Sheep 195.58p per kg est dcw (—2.71). GB—Pigs 81.83p per kg lw (+1.07).

SMITHFIELD—Pence per pound. Beef: Scotch killed sides 78.0-84.0. Veal: Dutch hinds and ends 128.0-135.0. Lamb—English small 84.0-90.0, medium 82.0-88.0, heavy 82.0-84.0; Imported: New Zealand PL 58.8-59.5, PX 56.0-56.5. Pork—English under 100 lb 48.5-55.5, 100-120 lb 48.0-54.0, 120-160 lb 41.0-50.0.

INDICES

FINANCIAL TIMES

Feb. 15	Feb. 14	M'th ago	Y'ar ago
291.19	290.98	290.60	259.96

(Base: July 1 1952=100)

REUTERS

Feb. 16	Feb. 15	M'th ago	Y'ar ago
1970.6	1978.9	1977.9	1697.6

(Base: September 18 1931=100)

MOODY'S

Feb. 15	Feb. 14	M'th ago	Year ago
1046.5	1041.7	1050.0	1084.9

(Base: December 31 1931=100)

DOW JONES

Dow Jones	Feb. 15	Feb. 14	Month ago	Year ago
Spot	136.64	135.86	136.37	149.29
Fut's	139.81	139.08	138.6	151.39

(Base: September 18 1931=100)

COVENT GARDEN — Prices for the bulk of produce, in sterling, per package unless otherwise stated. English produce: Apples—Per pound, Cox's 0.16-0.30, Ida Red 0.14-0.16, Golden Delicious 0.10-0.12, Bramley 0.16-0.22, Sparten 0.14-0.18, Laxton 0.12-0.15. Pears—Per pound, Comice 0.15-0.22, Conference 0.10-0.22. Potatoes—Whites 4.20-4.60, Edwards 5.00-5.40, Bakers 7.50-8.00. Mushrooms—Per pound, open 0.55-0.65, closed 0.70-0.80, Lettuce—Per trey round 1.40-2.00. Cucumbers—8.50-9.00. Onions—Per 55-lb 4.30-6.00. Cabbages—Per 25-lb Celtic 2.40-2.60, Jan King 3.00-3.20. Beetroots—28-lb, round 1.80-2.00, long 2.80-3.00. Turnips — 28-lb 2.00-2.50. Swedes—28-lb 1.20-1.50. Sprouts—Per pound 0.10-0.15. Carrots—28-lb 1.40-2.80. Greens—30-lb Kent 4.00-4.20, Cornish 5.00-6.00. Parsnips — 28-lb 2.50-2.80. Leeks—Per pound 0.18-0.22. Rhubarb—Per pound 0.28-0.30. Tomatoes—Per pound 0.60-0.65. Cauliflowers—Cornish 4.00-5.00, Kent 3.50-4.00.

Imported produce: Minneolas—Jaffa: 12-kg 4.60-5.45; Cyprus: 4.60-5.20. Ortoniques—Jamaican: 10-kg 6.30-6.50. Satsumas—Spania: 2.20-2.80. Clementines—Spania: 82/120 3.80-4.00, 132/168 3.60-3.80, 182/210 3.40-3.50. Oranges—Spania: 4.20-5.00; Moroccan: Sanguines 3.60-3.80; Jaffa: Shamoutis 20-kg 60 5.90, 75 5.90, 88 5.60, 105 5.45, 123 5.20 144 4.75, 168 4.90. Hadar 60 5.30 75 5.30; Cyprus: Ovals approx 15-kg 3.50-4.00; Cuban: Tropical 72 5.80-6.00; Italian: Blood 3.50-3.80.

Lemons — Italian: carton 4.00-4.50; Cyprus: 10-kg boxes 2.50-3.60; Greek: 15-kg 4.00-5.00; Spania: 5-kg 1.00-1.50; Jaffa: 3.50-5.00; Moroccan: 4.00-4.20. Grapefruit—Jaffa: 20-kg 32 5.00, 36 5.30, 40 5.60, 48 5.30, 56 4.90, 64 4.50, 75 4.20, 88 4.00; U.S.: Ruby 9.00-10.00; Cyprus: 32 4.00-4.20, 40 3.80-4.00, 48 3.80-4.00, 56 3.60, 64 3.20; Moroccan: Marsh Seedless 3.50-3.60; Egyptian: 2.20-2.50. Pomelos — Jaffa: 5.20-6.60. Kumquats — Israeli: 1.10-1.20; Moroccan: 1.10-1.20.

Apples — French: Golden Delicious carton 5.50-7.20, Granny Smith carton 8.60-9.00. Starkcrimson carton 7.00-7.50; Italian: Granny Smith 0.15, Golden Loose per pound 0.13-0.14; Hungarian: approx 19-kg Red Delicious 6.50-6.60; U.S.: Red Delicious carton 13.00-14.00; British Columbian: Red Delicious 11.50-12.70.

AMERICAN MARKETS

NEW YORK, February 16

Copper prices were fractionally higher after early gains were followed by profit-taking; the late buying came mostly on arbitrage support, reports Heinold Commodities. Aluminium prices were basically unchanged while the traders anticipated a better reaction to the strong economic news. Cocoa prices declined the full permissible daily limit on reports that interior purchases in Ghana were higher than expected. Coffee was strong on combined concern about supplies in the deliverable position, as the continuing dock strike is being resolved through court action. Sugar prices rallied early but lost most of their gains as adequate spot supplies and higher planting prospects in EEC countries continued to exercise pressure on the market. Cotton prices were moderately higher on short-covering ahead of the planting intentions report. Heating oil was unable to hold early gains related to the Iran-Iraq conflict and settled into a trading range of unchanged to slightly higher prices. Soyabeans and grains traded mixed ahead of the Government planting intentions report; old-crop months generally held steady while new-crop months were under light pressure in anticipation of higher acreage. Precious metals were moderately higher in line with a better tone in the continental currencies.

NEW YORK

ALUMINIUM 40,000 lb, cents/lb

	Close	High	Low	Prev
March	72.50	72.70	72.30	72.45
April	72.85	—	—	72.80
May	73.20	73.30	73.00	73.10
July	74.05	74.15	74.05	73.90
Sept	75.00	—	—	74.80
Dec	76.50	—	—	76.30
Jan	77.00	—	—	76.80
March	78.00	—	—	77.80
May	79.00	—	—	78.80
July	80.00	—	—	79.80

COCOA 10 tonnes, $/tonnes

	Close	High	Low	Prev
March	2469	2540	2460	2568
May	2405	2460	2405	2493
July	2380	2428	2380	2468
Sept	2350	2408	2350	2438
Dec	2329	2390	2325	2405
March	2320	2320	2320	2390
May	2300	2370	2380	2370

COFFEE "C" 37,000 lb, cents/lb

	Close	High	Low	Prev
March	147.18	47.30	45.35	45.51
May	142.75	42.99	40.20	40.32
July	137.25	37.35	35.10	35.30
Sept	134.10	34.15	32.65	32.40
Dec	131.10	31.15	30.20	29.63
March	128.38	28.25	28.00	26.60
May	125.51	25.50	25.50	24.48
July	123.38	—	—	22.38

COPPER 25,000 lb, cents/lb

	Close	High	Low	Prev
Feb	65.15	65.55	65.30	65.05
March	65.35	65.95	65.25	65.30
April	66.05	—	—	66.00
May	66.70	67.20	66.55	66.65
July	68.00	68.50	67.90	67.95
Sept	69.30	69.75	69.35	69.25
Dec	71.35	71.80	71.30	71.25
Jan	72.05	—	—	71.95
March	73.40	73.75	73.45	73.30
May	74.70	75.20	74.85	74.60

COTTON 50,000 lb, cents/lb

	Close	High	Low	Prev
March	74.29	74.50	74.02	74.13
May	74.94	74.98	74.53	74.62
July	74.95	75.00	74.53	74.52
Oct	72.80	—	—	72.75
Dec	71.62	71.65	71.40	71.48
March	72.90	72.80	72.80	72.65
May	73.60	—	—	73.45
July	73.85	—	—	73.60

CRUDE OIL (LIGHT) 42,000 U.S. gallons, $/barrels

	Latest	High	Low	Prev
March	29.81	29.94	29.85	29.83
April	29.58	29.65	29.50	29.47
May	29.40	29.47	29.33	29.29
June	29.26	29.39	29.28	29.26
July	29.28	29.39	29.27	29.20
Aug	29.22	29.25	29.22	29.15
Sept	29.20	29.25	29.25	29.00
Oct	—	—	—	29.00
Nov	29.30	—	—	28.98
Dec	29.30	—	—	29.00

GOLD 100 troy oz, $/troy oz

	Close	High	Low	Prev
Feb	383.4	384.7	383.4	381.5
March	384.2	—	—	382.5
April	387.4	389.0	386.2	385.7
June	393.8	395.5	392.8	392.0
Aug	400.3	402.0	400.5	398.6
Oct	407.0	408.3	407.2	405.4
Dec	414.0	416.0	413.5	412.4
Feb	421.2	423.0	421.5	419.6
April	428.5	429.5	428.5	426.9
June	436.2	437.0	437.0	434.8
Aug	444.1	—	—	442.5
Oct	452.4	—	—	450.8
Dec	460.9	462.4	462.4	459.2

HEATING OIL 42,000 U.S. gallons, cents/U.S. gallons

	Latest	High	Low	Prev
March	78.95	79.90	78.50	79.12
April	75.80	76.60	75.30	75.64
May	74.80	75.30	74.30	74.57
June	74.60	75.00	74.10	74.30
July	75.10	75.20	74.90	75.00
Aug	75.30	75.50	75.50	75.20
Sept	76.00	77.25	77.25	75.80
Oct	—	—	—	76.85
Nov	78.00	—	—	77.70
Dec	78.80	—	—	78.55

ORANGE JUICE 15,000 lb, cents/lb

	Close	High	Low	Prev
March	159.35	61.00	59.00	59.20
May	157.50	59.65	57.00	58.40
July	157.60	59.40	57.25	58.25
Sept	157.50	59.50	57.25	58.00
Nov	156.25	57.50	56.00	56.75
Jan	152.00	52.10	51.50	51.50
March	152.00	51.75	51.75	51.50
May	152.00	52.00	51.75	51.50

PLATINUM 50 troy oz, $/troy oz

	Close	High	Low	Prev
April	396.5	397.5	392.5	393.4
July	403.1	402.5	400.3	400.0
Oct	410.0	408.5	408.0	406.9
Jan	417.2	417.0	415.0	414.1
April	424.5	424.5	422.0	421.6

SILVER 5,000 troy oz, cents/troy oz

	Close	High	Low	Prev
Feb	907.5	908.0	908.0	901.9
March	910.0	924.0	907.0	912.0
April	917.3	—	—	919.5
May	925.5	940.0	924.0	927.7
July	941.3	957.0	940.0	943.6
Sept	957.3	970.0	965.0	959.7
Dec	981.7	998.0	983.0	984.3
Jan	990.0	998.0	998.0	992.7
March	1007.2	1021.0	1015.0	1009.9
May	1024.9	1035.0	1035.0	1027.8

SUGAR WORLD "11" 112,000 lbs, cents/lb

	Close	High	Low	Prev
March	6.78	6.89	6.74	6.77
May	7.16	7.25	7.10	7.16
July	7.52	7.60	7.48	7.54
Sept	7.78	7.80	7.73	7.78
Oct	7.98	8.02	7.90	7.93
Jan	8.50	8.46	8.45	8.45
March	8.93	9.00	8.90	8.88
May	9.21	9.30	9.25	9.25
July	9.55	9.50	9.50	9.43

CHICAGO

LIVE CATTLE 40,000 lbs, cents/lb

	Close	High	Low	Prev
Feb	68.70	68.95	68.50	68.62
April	66.87	67.42	66.85	67.02
June	66.32	66.72	66.25	66.52
Aug	63.96	64.35	63.90	64.17
Oct	61.82	62.25	61.90	61.95
Dec	62.80	63.10	62.80	62.90

MAIZE 5,000 bu min, cents/56 lb bushel

	Close	High	Low	Prev
March	319.0	320.0	318.0	318.6
May	322.6	324.6	322.2	323.4
July	324.0	326.2	323.6	325.0
Sept	300.2	301.0	299.4	300.2
Dec	286.0	287.0	285.0	286.0
March	295.4	296.2	294.6	296.4
May	301.0	301.2	300.2	301.2

SOYABEANS 5,000 bu min, cents/60 lb bushel

	Close	High	Low	Prev
March	704.0	708.4	702.4	705.6
May	720.0	727.0	719.0	722.6
July	733.4	740.0	733.0	738.2
Aug	730.0	737.0	729.0	733.2
Sept	709.4	718.0	709.4	715.4
Nov	698.0	705.0	697.0	702.4
Jan	709.4	717.0	709.4	714.4
March	722.0	728.4	722.0	727.4
May	729.4	734.0	729.4	735.0

SOYABEAN MEAL 100 tons, $/ton

	Close	High	Low	Prev
March	188.8	191.3	188.5	190.9
May	193.5	195.8	193.2	195.3
July	198.0	198.6	197.0	199.4
Aug	197.5	199.5	197.5	199.5
Sept	196.0	196.5	196.0	196.5
Oct	192.5	193.7	191.5	194.0
Dec	194.5	195.5	193.0	195.2
Jan	196.0	197.0	196.0	195.5
March	199.0	199.0	199.0	200.0

SOYABEAN OIL 60,000 lbs, cents/lb

	Close	High	Low	Prev
March	25.35	25.64	25.35	25.27
May	25.72	25.92	25.70	25.63
July	25.70	25.95	25.70	25.72
Aug	25.65	25.85	25.60	25.60
Sept	24.80	25.45	24.80	25.05
Oct	24.10	24.60	24.10	24.50
Dec	24.10	24.55	24.10	24.43
Ja	24.05	24.56	24.06	24.43

WHEAT 5,000 bu min, cents/60 lb bushel

	Close	High	Low	Prev
March	331.4	332.0	329.0	328.2
May	331.6	331.6	329.0	330.2
July	327.2	327.2	325.4	328.0
Sept	330.4	331.4	329.6	331.2
Dec	341.4	343.6	341.0	343.2
March	348.4	350.0	348.0	349.4

SPOT PRICES—Chicago loose lard 25.00 (same) cents per pound. New York tin 573.0-82.0 (570.0-78.0) cents per pound.

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CURRENCIES, MONEY and CAPITAL MARKETS

FOREIGN EXCHANGES

Dollar nervous and erratic

The dollar showed mixed changes in currency markets yesterday in rather nervous trading. The market continued to view the U.S. unit in a bearish light despite further indications of a strong U.S. economy. Yesterday saw the release of U.S. housing starts for January and these were much higher than expected. The dollar however failed to sustain a rather short lived rally and finished below its best levels of the day.

The dollar closed at DM 2.6760 against the D-mark up from DM 2.6730 on Wednesday but down from the day's high of DM 2.6840. It was also higher against the French franc at FFr 8.24 from FFr 8.23 but slipped against the Swiss franc to SwFr 2.1950 from SwFr 2.20 and Y232.85 compared with Y233.25. On Bank of England figures, the dollar's trade weighted index fell to 128.4 from 128.9.

STERLING — Trading range against the dollar in 1983-84 is 1.6245 to 1.3955. January average 1.4080. Trade weighted index 82.1 against 81.9 at noon and 81.8 in the morning and compared with 81.8 on Wednesday and 85.9 six months ago.

Sterling opened at $1.4385 against the dollar and improved steadily during the day to touch a best level of $1.4485. It closed at $1.4445-1.4455, a rise of 25 points and its best closing level this year. Against the D-mark it rose to DM 3.87 from DM 3.8575 and FFr 11.9050 compared with FFr 11.87. It was unchanged against the Swiss franc and Japanese yen at SwFr 3.1750 and Y336.75 respectively.

D-MARK — Trading range against the dollar in 1983-84 is 2.8425 to 2.3320. January average 2.8109. Trade-weighted index 126.6 against 125.5 six months ago.

The D-mark was generally firm at the Frankfurt fixing. The dollar fell to DM 2.6765 from DM 2.6950, after opening at DM 2.6825, and falling to a low of DM 2.6710. Trading was thin and quiet, in the absence of any hard news, and showing no reaction to rumours circulating in the Far East about President Reagan's health. Sterling also declined to DM 3.8630 from DM 3.8690, and the Swiss franc to DM 1.2180 from DM 1.22. The D-mark was also firmer against most of its EMS partners, but the French franc rose to DM 32.460 per 100 francs from DM 32.410. The Belgian franc was unchanged at DM 4.8840 per 100 francs, slightly above its EMS floor of DM 4.8820. The Dutch guilder fell to DM 88.57 per 100 guilders from DM 88.64, and the lira to DM 1.6160 per 1,000 from DM 1.6180. *There was no evidence of intervention by the Bundesbank at the fixing or on the open market.*

ITALIAN LIRA — Trading range against the dollar in 1983-84 is 1,720.75 to 1,343. January average 1,706.89. Trade weighted index 48.6 against 50.5 six months ago.

The lira gained ground against the dollar at the Milan fixing, but continued to weaken against the D-mark and Dutch guilder. The D-mark rose to a record L619.02 from L617.92, when DM 42.7m were traded at the fixing, but the Bank of Italy did not intervene. The guilder improved to a highest ever L548.08 from L547.58. Both the previous records were set on Wednesday. At the fixing the dollar fell to L1,656.25 from L1,664.75, and the Italian central bank sold $17.95m of the $18.9m officially traded.

EMS EUROPEAN CURRENCY UNIT RATES

	ECU central rates	Currency amounts against ECU February 16	% change from central rate	% change adjusted for divergence	Divergence limit %
Belgian Franc ...	44.9008	45.8780	+2.18	+1.99	±1.5447
Danish Krone ...	8.14104	8.18009	+0.48	+0.29	±1.6425
German D-Mark	2.24184	2.23982	−0.09	−0.28	±1.0642
French Franc ...	6.87456	6.88856	+0.20	+0.01	±1.4052
Dutch Guilder ...	2.52595	2.52851	+0.10	−0.09	±1.4964
Irish Punt	0.72569	0.727209	+0.21	+0.02	±1.6699
Italian Lira	1403.49	1386.36	−1.22	−1.22	±4.1505

Changes are for ECU, therefore positive change denotes a weak currency. Adjustment calculated by Financial Times.

£ in New York (latest)

	Feb. 16	Prev. close
Spot	$1.4420-4430	$1.4370-4380
1 month	0.05-0.09 dis	0.06-0.08 dis
3 months	0.22-0.26 dis	0.23-0.25 dis
12 months	1.00-1.10 dis	1.05-1.10 dis

£ forward rates are quoted in U.S. cents discount.

THE POUND SPOT AND FORWARD

Feb 16	Day's spread	Close	One month	% p.a.	Three months	% p.a.
U.S.	1.4370-1.4485	1.4445-1.4455	0.05-0.10c dis	−0.62	0.22-0.27dis	−0.68
Canada	1.7890-1.8030	1.8005-1.8015	0.05-0.15c dis	−0.67	0.20-0.30dis	−0.55
Nethlnd.	4.34-4.37½	4.36-4.37	1⅛-⅞c pm	3.09	3⅞-3⅝ pm	3.32
Belgium	78.70-79.30	79.10-79.20	10-20c dis	−2.27	50-60 dis	−2.78
Denmark	14.05-14.12	14.09¾-14.10¾	1½-2½ore dis	−1.65	5⅞-6⅞ dis	−1.81
Ireland	1.2480-1.2580	1.2550-1.2560	0.26-0.33p dis	−2.82	0.79-0.92dis	−2.72
W. Ger.	3.84-3.88	3.86½-3.87½	1¼-⅛pf pm	3.10	3½-3 pm	3.38
Portugal	191.25-192.75	192.00-192.50*	220-430c dis	−20.29	670-1275dis	−20.23
Spain	220.25-221.50	221.00-221.20	170-190c dis	−9.77	525-575 dis	−9.95
Italy	2,382-2,394	2,393½-2,395½	14¼-16¼ lire dis	−7.64	46½-49½ dis	−8.02
Norway	10.99-11.08	11.02½-11.03½	3½-3⅞ore dis	−3.94	10¼-10⅞ dis	−3.78
France	11.86-11.93	11.89½-11.91½	4-5c dis	−4.53	17½-18½ dis	−6.05
Sweden	11.45⅞-11.52½	11.48¾-11.49¾	1⅛-2⅛ore dis	−1.96	4⅞-5⅜ dis	−1.80
Japan	334½-337½	336¼-337¼	0.81-0.72y pm	2.73	2.42-2.30 pm	2.80
Austria	27.10-27.30	27.22-27.27	7½-6⅞gro pm	3.06	22¼-19⅞ pm	3.07
Switz.	3.15½-3.18½	3.17-3.18	1½-1¼c pm	5.67	4⅞-4⅜ pm	5.83

Belgian rate is for convertible francs. Financial franc 81.75-81.85. Six-month forward dollar 0.46-0.51c dis, 12-month 1.05-1.15c dis.

* Feb 15—The closing rate should have read 192.25-192.75.

THE DOLLAR SPOT AND FORWARD

Feb 16	Day's spread	Close	One month	% p.a.	Three months	% p.a.
UK†	1.4370-1.4485	1.4445-1.4455	0.05-0.10c dis	−0.62	0.22-0.27dis	−0.68
Ireland†	1.1485-1.1530	1.1520-1.1530	0.23-0.20c pm	2.24	0.65-0.58 pm	2.14
Canada	1.2457-1.2470	1.2460-1.2465	0.02c pm-par	0.10	0.05-0.03 pm	0.13
Nethlnd.	3.0155-3.0250	3.0190-3.0210	0.99-0.89c pm	3.74	3.00-2.90 pm	3.91
Belgium	54.70-54.86	54.77-54.79	7-8c dis	−1.64	28-30 dis	−2.12
Denmark	9.7600-9.7800	9.7600-9.7650	par-½ore dis	−0.31	par-½ dis	−0.10
W. Ger.	2.6630-2.6840	2.6755-2.6765	0.90-0.85pf pm	3.92	2.75-2.70 pm	4.07
Portugal	132.75-133.50	132.75-133.25	175-350c dis	−23.64	450-850dis	−19.51
Spain	153.00-153.25	153.05-153.15	110-125c dis	−9.21	350-385 dis	−9.60
Italy	1,654½-1,658	1,657-1,658	9½-10 lire dis	−7.07	30-31 dis	−7.37
Norway	7.8310-7.8675	7.8325-7.8375	1.80-2.30ore dis	−3.22	5.70-6.20dis	−3.12
France	8.1900-8.2600	8.2350-8.2450	2.40-2.70c dis	−3.71	10.40-11.00d	−5.20
Sweden	7.9450-7.9900	7.9475-7.9525	0.65-1.15ore dis	−1.35	1.65-2.15dis	−0.95
Japan	232.20-233.30	232.80-232.90	0.67-0.63y pm	3.35	2.04-1.99 pm	3.46
Austria	18.82-18.98	18.83½-18.84½	6.10-5.50gro pm	3.51	18.75-16.75pm	3.58
Switz.	2.1820-2.2070	2.1945-2.1955	1.20-1.15c pm	6.43	3.58-3.53 pm	6.49

† UK and Ireland are quoted in U.S. currency. Forward premiums and discounts apply to the U.S. dollar and not to the individual currency. Belgian rate is for convertible francs. Financial franc 56.58-56.63.

OTHER CURRENCIES

Feb. 16	£	$		£ Note Rates
Agentina Peso	40.02-40.10	27.74-27.77	Austria	27.10-27.40
Australia Dollar	1.5290-1.5310	1.0585-1.0590	Belgium	81.50-82.10
Brazil Cruzeiro	1,627.7-1,637.5	1,128-1,134	Denmark	14.03-14.17
Finland Marka	8.3030-8.3180	5.7500-5.7550	France	11.83-11.94
Greek Drachma	144.96-145.55	100.75-101.05	Germany	3.84-3.88
Hong Kong Dollar	11.25-11.24¼	7.7780-7.7800	Italy	2375-2405
Iran Rial	125.60*	87.95*	Japan	334-339
KuwaitDinar(KD)	0.42385-0.424	0.29515-0.29525	Netherlands	4.35-4.39
Luxembourg Fr	79.10-79.20	54.77-54.79	Norway	11.00-11.11
Malaysia Dollar	3.3670-3.3730	2.3320-2.3335	Portugal	191-203
New ZealandDlr	2.1835-2.1885	1.5115-1.5140	Spain	218½-230
Saudi Arab. Riyal	5.0740-5.0790	3.5090-3.5100	Sweden	11.45-11.56
Singapore Dollar	3.0680-3.0740	2.1245-2.1260	Switzerland	3.14½-3.17½
Sth African Rand	1.7715-1.7740	1.2260-1.2275	United States	1.44-1.46
U.A.E. Dirham	5.3095-5.3150	3.6720-3.6750	Yugoslavia	197-205

* Selling rates.

CURRENCY MOVEMENTS

Feb. 16	Bank of England Index	Morgan Guaranty Changes%
Sterling	82.1	−8.9
U.S. dollar	128.4	+16.9
Canadian dollar	91.5	+0.2
Austrian schilling	116.1	+3.7
Belgian franc	90.0	−11.6
Danish kroner	78.9	−5.7
Deutsche mark	126.6	+8.3
Swiss franc	149.4	+12.0
Guilder	115.2	+4.6
French franc	65.5	−15.2
Lira	48.6	−13.0
Yen	155.3	+12.0

Morgan Guaranty changes: average 1980-1982=100. Bank of England index (base average 1975=100).

CURRENCY RATES

Feb. 16	Bank rate %	Special Drawing Rights	European Currency Unit
Sterling	—	0.727677	0.583777
U.S. $	8½	1.05011	0.839199
Canadian$	10.00	*	1.04539
Austria Sch.	3¾	19.8082	15.8273
Belgian Fr	11	57.5800	45.8790
Danish Kr	7	10.2517	8.18009
D'mark	4	2.81062	2.23982
Guilder	5	3.17343	2.52851
French Fr	9½	8.64461	6.88856
Lira	16	1739.24	1386.36
Yen	5	245.148	195.156
Norwgn Kr	8	8.03549	6.40980
Spanish Pta	—	160.725	128.565
Swedish Kr	8½	8.35728	6.68380
Swss Fr.	4	2.30678	1.83407
Greek Dr'ch	20½	105.872	84.4570

* C$/SDR rate for Feb 14: 1.29851

EXCHANGE CROSS RATES

Feb. 16	Pound St'rling	U.S. Dollar	Deusche m'k	JapaneseYen	FrenchFranc	Swiss Franc	Dutch Guild	Italian Lira	Canada Dollar	Belgian Fran
Pound Sterling	1.	1.445	3.870	336.8	11.905	3.175	4.365	2395.	1.801	79.15
U.S. Dollar	0.692	1.	2.676	232.9	8.240	2.195	3.020	1658.	1.246	54.78
Deutschemark	0.258	0.373	1.	87.02	3.076	0.820	1.128	618.7	0.465	20.45
Japanese Yen 1,000	2.970	4.291	11.49	1000.	35.35	9.428	12.96	7111.	5.348	235.0
French Franc 10	0.840	1.214	3.251	282.9	10.	2.667	3.667	2011.	1.513	66.48
Swiss Franc	0.315	0.455	1.219	106.1	3.750	1.	1.375	754.2	0.567	24.93
Dutch Guilder	0.229	0.331	0.887	77.15	2.727	0.727	1.	548.5	0.413	18.13
Italian Lira 1,000	0.418	0.603	1.616	140.6	4.972	1.326	1.823	1000	0.752	33.05
Canadian Dollar	0.555	0.802	2.149	187.0	6.610	1.763	2.424	1330.	1.	43.95
Belgian Franc 100	1.263	1.826	4.889	425.5	15.04	4.011	5.515	3026.	2.275	100.

EURO-CURRENCY INTEREST RATES (Market closing rates)

Feb. 16	Sterling	U.S. Dollar	Canadian Dollar	Dutch Guilder	Swiss Franc	D-mark	French Franc	Italian Lira	Belgian Franc Conv.	Belgian Franc Fin.	Yen	Danish Kroner
Short term	9⅛-9¼	9½-9¾	9-9½	5⅞-6	1⅛-1⅜	5 11/16-5 13/16	12⅜-12⅝	15¾-16¾	10-10½	10-10½	5 11/16-5 13/16	10⅝-11⅛
7 days' notice	9⅛-9¼	9 9/16-9 11/16	9⅜-9⅝	5⅞-6	1⅜-1⅝	5½-5⅝	12½-12¾	16-17½	10¼-11	10½-11	5⅞-6	10½-11
Month	9¼-9 5/16	9⅝-9⅞	9½-9⅝	5⅞-6	3-3⅛	5 13/16-5 15/16	13¾-14	16⅞-17½	11¼-11¾	11½-11¾	6⅛-6¼	10½-11
Three months	9⅝-9 11/16	9 15/16-10 1/16	9 11/16-9 13/16	5 15/16-6 1/16	3 1/16-3 3/16	5 15/16-6 1/16	15¼-15½	17⅛-17⅝	12-12½	11⅝-11⅞	6 3/16-6 5/16	10⅞-11⅜
Six months	9⅝-9¾	10-10¼	9⅞-10	6-6⅛	3⅝-3¾	5⅞-6	15⅜-15⅝	17¼-17¾	12⅛-12⅝	11⅝-11⅞	6 5/16-6 7/16	10⅞-11⅜
One year	9 11/16-9⅞	10 5/16-10 7/16	10⅛-10¼	6⅜-6½	3 15/16-4 1/16	6 1/16-6 3/16	15¾-16	18-18½	11¾-12¼	11⅝-11⅞	6 5/16-6 7/16	11⅛-11⅝

Asian $ (closing rates in Singapore): Short-term 9¾-9⅞ per cent; seven days 9¾-9⅞ per cent; one month 9 11/16-9 13/16 per cent; three months 9⅞-10 per cent; six months 10-10⅛ per cent; one year 10⅜-10½ per cent. Long-term Eurodollars two years 11-11⅛ per cent; three years 11⅛-11⅜ per cent; four years 12-12¼ per cent; five years 12¼-12⅞ per cent nominal closing rates. Short-term rates are call for U.S. dollars and Japanese yen; two days notice.

MONEY MARKETS

UK rates very steady

Interest rates were virtually unchanged in London yesterday. Three-month eligible bank bills were bid at 8⅞-8 15/16 per cent unchanged from Wednesday while three-month inter-bank money moved marginally to 9⅛-9¼ per cent from 9⅛-9 3/16 per cent. Overnight money opened at 9⅛-9¼ per cent and traded between 8 per cent and 10 per cent before finishing at 9 per cent. Early projections show that the market may be faced with a sizeable shortage today, giving rise to the possibility of an early round of assistance from the Bank of England.

The Bank forecast a shortage of around £50m with factors affecting the market including maturing assistance and a take up of Treasury bills together draining £220m and a rise in the note circulation a further £15m. These were partly offset by Exchequer transactions adding £75m and banks' balances brought forward £100m above target.

The shortage was later revised to around £100m and the Bank gave assistance in the morning of £84m, comprising purchases of £6m of eligible bank bills in band 2 (15-33 days) at 9 per cent and £78m in band 4 (64-91 days) at 8⅞ per cent. There were no further operations in the afternoon but the Bank did provide a late round of assistance worth about £35m.

In Frankfurt, the Bundesbank left key lending rates and credit policies unchanged after yesterday's meeting of the central council. This was much in line with market expectations as no press conference had been scheduled. Call money was quoted at 5.5 per cent and the low demand for short term funds was underlined by a comparatively small amount borrowed through the Lombard facility. The amount outstanding on Wednesday was DM 2.8bn, little changed from Tuesday's figure of DM 2.1bn.

In Paris the Bank of France announced its intention to increase money market liquidity through purchases of first category paper. The rate and amount of the assistance will be announced on Monday. Previous operations have carried a rate of 12 per cent, the prevailing level since September last year and there appeared to be little indication that the authorities might operate at a different rate.

UK clearing banks' base lending rate 9 per cent (since October 4 and 5)

MONEY RATES

Feb. 16	Frankfurt	Paris	Zurich	Amst'dam	Tokyo	Milan	Brussels	Dublin
Overnight	5.5-5.65	12⅝	1-2	5⅞-6⅛	5.90625	17¾-18⅛	10.5	10-11
One month	5.45-5.55	12⅜-12½	3-3⅛	5⅞-6	6.15625	16½-16⅞	11½-11¾	12¼-12⅜
Two months	5.6-5.8	12⅜-12½	—	—	—	—	—	12⅜-12½
Three months	5.75-5.90	12½-12⅝	3 5/16-3 7/16	5 15/16-6 1/16	6.28125	16¾-17⅛	11⅝-11⅞	12⅜-12½
Six months	5.85-6.00	12⅝-12¾	—	6-6⅛	—	—	11⅝-11⅞	12¼-12½
Lombard	5.5	—	—	—	—	—	—	—
Intervention	—	12	—	5⅞	—	—	—	—

LONDON MONEY RATES

Discount Houses Deposit and Bill Rates

Feb. 16 1984	Sterling Certificate of deposit	Interbank	Local Authority deposits	Company Deposits	Market Deposits	Treasury (Buy)	Treasury (Sell)	Eligible Bank (Buy)	Eligible Bank (Sell)	Fine Trade (Buy)
Overnight	—	8-10	9⅛	9⅛-9⅜	8½-9⅛	—	—	—	—	—
2 days notice	—	—	9⅛-9¼	—	—	—	—	—	—	—
7 days or	—	—	—	—	—	—	—	—	—	—
7 day notice	—	9⅛-9 5/16	9⅛-9¼	9⅜	9-9⅛	—	—	—	—	—
One month	9 3/16-9¼	9¼-9 5/16	9¼	9⅜-9½	9-9⅛	9	8 13/16	9-9 1/16	8 13/16-9	9⅝
Two months	9 11/16-9 9/16	9 5/16-9⅜	9 5/16	9⅜	9-9⅛	8 13/16	8⅞-8 13/16	8 13/16-8 15/16	8 13/16-8 15/16	9 7/16
Three months	9⅜-9 7/16	9⅜-9 7/16	9⅜	9⅜	9-9⅛	8⅞	8 13/16	8¾-8 13/16	8¾-8⅞	9½
Six months	9 7/16-9⅝	9 7/16-9 9/16	9½	—	—	—	—	8 11/16	8 11/16-8¾	9 9/16
Nine months	9 9/16-9⅝	9 9/16-9 11/16	9¾	—	—	—	—	—	—	—
One year	9⅝-9¾	9¾-9⅞	9¾	—	—	—	—	—	—	—

	Local Auth. negotiable bonds	Local Authority Deposits	Finance House Deposits	$ Cert of Deposits	SDR Linked Deposits	ECU Linked Deposits
One month	9⅝-9⅜	—	9¼	9.65-9.75	8¾-9	9⅜-9½
Two months	9¾-9½	—	9 5/16	9.65-9.75	8 11/16-9 1/16	9 5/16-9 7/16
Three months	9¾-9⅝	—	9½	9.7-9.8	9-9¼	9⅝-9¾
Six months	9¼-9	—	9 9/16	9.9-10.0	9⅛-9⅜	9¾-9⅞
Nine months	9⅞-9⅝	—	9¾	10.0-10.2	—	—
One year	9¾-9½	—	9⅞	10.15-10.35	9 9/16-9 11/16	10 1/16-10¼
Two years	—	10½	—	—	—	—
Three years	—	10¾	—	—	—	—
Four years	—	10⅞	—	—	—	—
Five years	—	10 15/16	—	—	—	—

ECGD Fixed Rate Export Finance Scheme IV Average Rate for interest period January 4 to February 7 1984 (inclusive): 9.493 per cent. Local authorities and finance houses seven days' notice, others seven days' fixed. Finance Houses Base Rates (published by the Finance Houses Association): 9½ per cent from February 1 1984. London and Scottish Clearing Bank Rates for lending 9 per cent. London Deposit Rate for sums at seven days' notice 5½ per cent. Treasury Bills: Average tender rates of discount 8.8550 per cent. Certificate of Tax Deposit (Series 6). Deposits of £100,000 and over held under one month 8¾ per cent; one-three months 9½ per cent, three-six months 9¾ per cent; six-12 months 10⅛ per cent. Under £100,000 9¼ per cent from February 6. Deposits held under Series 4-5 10¼ per cent. The rate for all deposits withdrawn for cash 8 per cent.

FT LONDON INTERBANK FIXING

LONDON INTERBANK FIXING
(11.00 a.m. February 16)

3 months U.S. dollars	
bid 9 7/8	offer 10

6 months U.S. dollars	
bid 10	offer 10 1/8

The fixing rates are the arithmetic means, rounded to the nearest one-sixteenth, of the bid and offered rates for $10m quoted by the market to five reference banks at 11 a.m. each working day. The banks are National Westminster Bank, Bank of Tokyo, Deutsche Bank, Banque Nationale de Paris and Morgan Guaranty Trust.

MONEY RATES

NEW YORK (Lunchtime)

Prime rate	11
Broker loan rate	10¼-10½
Fed funds	9 5/16
Fed funds at intervention	—

Treasury Bills

One month	8.70
Two month	8.95
Three month	9.06
Six month	9.18
One year	9.15

Treasury Bonds

Two year	99 13/16
Three year	99 22/32
Four year	99⅞
Five year	99 14/32
Seven year	100 3/32
10 year	99 22/32
30 year	100 22/32

FINANCIAL FUTURES

Little change

Prices of interest rate contracts were little changed on the London International Financial Futures Exchange yesterday. Eurodollars for March delivery were fairly steady in light trade, and in the absence of major factors tended to move nearer to cash prices as the contract gets closer to delivery. The March contract opened at 90.16 and touched a peak of 90.18, but fell to a low of 90.11 in the afternoon on news that U.S. housing starts rose 1.92m in January, compared with market expectations of 1.75m. This added to fears that inflationary pressure will keep interest rates firm because of strong growth in the economy. It recovered towards the close however to finish at 90.14, compared with 90.15 on Wednesday.

Trading in gilt futures was also fairly quiet, but prices were supported by the better performance of the U.S. bond market and the improvement of sterling on the foreign exchanges. Final money supply and bank lending figures for January caused no surprises, but confirmed the slowdown in monetary growth indicated by the preliminary figures, while the figures on the public sector borrowing requirement published yesterday were regarded as encouraging, but failed to sustain an attempt to rally the market during the afternoon. Dealers commented that the tap stock continues to overhang both the cash and futures markets and is tending to stifle enthusiasm. March gilts opened at 108-29, and traded within a range of 108-24 to 109-00, before closing at 108-28, compared with 108-31 previously.

Three-month sterling deposit futures remained neglected, but gained some support from the improvement of the pound on the foreign exchanges.

LONDON

THREE-MONTH EURODOLLAR
$1m points of 100%

	Close	High	Low	Prev
March	90.14	90.18	90.11	90.15
June	89.67	89.73	89.66	89.68
Sept	89.36	89.42	89.36	89.37
Dec	89.05	—	—	89.08
March	88.78	—	—	88.79

Volume 3,609 (1,892)
Previous day's open int 11,865 (11,968)

THREE-MONTH STERLING DEPOSIT
£250,000 points of 100%

	Close	High	Low	Prev
March	90.78	90.78	90.78	90.77
June	90.51	90.52	90.49	90.49
Sept	90.29	90.29	90.26	90.26
Dec	90.14	90.15	90.13	90.11
March†	90.03	90.03	89.97	90.00

Volume 1,322 (995)
Previous day's open int 5,728 (5,700)
† £500,000 points of 100%

20-YEAR 12% NOTIONAL GILT
£50,000 32nds of 100%

	Close	High	Low	Prev
March	108-28	109-00	108-24	108-31
June	108-04	108-06	108-02	108-07
Sept	107-17	—	—	107-19
Dec	107-01	—	—	107-03
March	106-18	—	—	106-19

Volume 1,516 (2,365)
Previous day's open int 3,904 (3,700)
Basis quote (clean cash price of 13¾% Treasury 2003 less equivalent price of near futures contract) 18 to 28 (32nds).

STERLING £25,000 $ per £

	Close	High	Low	Prev
March	1.4450	1.4470	1.4390	1.4415
June	1.4475	1.4485	1.4420	1.4440
Sept	1.4502	—	—	1.4467

Volume 374 (806)
Previous day's open int 2,445 (2,391)

DEUTSCHE MARKS
DM125,000 $ per DM

	Close	High	Low	Prev
March	0.3745	0.3756	0.3743	0.3746
June	0.3783	0.3795	0.3778	0.3785
Sept	0.3818	—	—	0.3818

Volume 277 (350)
Previous day's open int 429 (398)

SWISS FRANCS
SwFr 125,000 $ per SwFr

	Close	High	Low	Prev
March	0.4579	0.4591	0.4558	0.4569
June	0.4648	0.4648	0.4648	0.4642
Sept	—	—	—	0.4697

Volume 226 (44)
Previous day's open int 182 (177)

JAPANESE YEN Y12.5m $ per Y100

	Close	High	Low	Prev
March	0.4305	0.4310	0.4301	0.4300
June	0.4344	0.4348	0.4344	0.4338
Sept	—	—	—	—

Volume 84 (67)
Previous day's open int 220 (240)

CHICAGO

U.S. TREASURY BONDS (CBT)
8% $100,000 32nds of 100%

	Latest	High	Low	Prev
March	70-02	70-04	69-26	70-01
June	69-14	69-15	69-06	69-13
Sept	68-28	68-29	68-20	68-26
Dec	68-10	68-11	68-03	68-08
March	67-25	67-26	67-25	67-24
June	67-10	67-11	67-10	67-08
Sept	66-28	66-28	66-28	66-27
Dec	—	—	—	66-14

U.S. TREASURY BILLS (IMM)
$1m points of 100%

	Latest	High	Low	Prev
March	90.91	90.92	90.88	90.92
June	90.55	90.55	90.52	90.54
Sept	90.25	90.26	90.24	90.25
Dec	90.00	90.01	90.00	90.01
March	89.80	89.80	89.80	89.80
June	89.63	—	89.63	89.65
Sept	—	—	—	89.46
Dec	—	—	—	89.30

CERT DEPOSIT (IMM)
$1m points of 100%

	Latest	High	Low	Prev
March	90.32	90.43	90.29	90.32
June	89.82	89.84	89.80	89.83
Sept	89.45	89.46	89.43	89.46

THREE-MONTH EURODOLLAR (IMM)
$1m points of 100%

	Latest	High	Low	Prev
March	89.84	89.90	89.82	89.85
June	89.38	89.42	89.38	89.40
Sept	89.05	89.08	89.05	89.06
Dec	88.75	88.78	88.75	88.77
March	88.48	88.48	88.48	88.49
June	88.26	88.26	88.25	88.26

STERLING (IMM) $s per £

	Latest	High	Low	Prev
March	1.4435	1.4490	1.4415	1.4405
June	1.4460	1.4525	1.4440	1.4430
Sept	1.4500	1.4535	1.4485	1.4455
Dec	1.4510	1.4530	1.4510	1.4480
March	1.4545	1.4565	1.4545	1.4505

GNMA (CBT)
8% $100,000 32nds of 100%

	Latest	High	Low	Prev
March	69-07	69-10	69-00	69-06
June	68-09	68-11	68-02	68-08
Sept	67-14	67-17	67-14	67-15
Dec	66-24	66-26	66-24	66-24
March	—	—	—	—
June	—	—	—	65-17
Sept	—	—	—	65-01
Dec	—	—	—	64-20

COMPANY NOTICE

U.S.$200,000,000

CREDIT LYONNAIS
Floating Rate Notes Due 1994

In accordance with the conditions of the notes, notice is hereby given that for the six-month period 15th February 1984 to 15th August 1984 (182 days) the notes will carry an interest rate of 10 5/16% p.a. Relevant interest payments will be as follows:
Notes of U.S.$10,000-U.S.$521.35 per coupon

THE SANWA BANK LIMITED
(LONDON BRANCH)
Agent Bank

OFFICIAL NOTICE

Please be advised that the following London Metal Exchange Warrants covering High Grade Copper have been replaced and should be considered null and void.

No. 360716 — 228 Pieces — Brand: HMG-s — 25.487 Kilos Nett
No. 360717 — 261 Pieces — Brand: HMG-s — 25.244 Kilos Nett
No. 360718 — 260 Pieces — Brand: HMG-s — 25.094 Kilos Nett
No. 355022 — 155 Pieces — Brand: MP-ILO — 24.618 Kilos Nett
No. 355023 — 155 Pieces — Brand: MP-ILO — 25.056 Kilos Nett
No. 355024 — 154 Pieces — Brand: MP-ILO — 25.049 Kilos Nett
No. 355025 — 154 Pieces — Brand: MP-ILO — 25.046 Kilos Nett
No. 355026 — 157 Pieces — Brand: MP-ILO — 25.024 Kilos Nett
No. 351231 — 219 Pieces — Brand: HM — 24.993 Kilos Nett
No. 351232 — 219 Pieces — Brand: HM — 24.987 Kilos Nett

C. STEINWEG, PO Box 1068, Willemskade 20, Rotterdam 2, Netherlands

SOCIETE FINANCIERE POUR LES TELECOMMUNICATIONS ET L'ELECTRONIQUE S.A.
S.O.F.T.E.
US $ 50,000,000.—Floating Rate Notes 1980/1986
Irrevocably and Unconditionally Guaranteed by S.T.E.T.—
Società Finanziaria Telefonica per Azioni

We inform Bondholders that the US $ 2,000,000.— redemption instalment due on March 16, 1984 was entirely met by purchases in the market.
Amount not yet redeemed after this fourth instalment:
US $ 42,000,000.—
The Fiscal Agent.
CREDIT LYONNAIS—LUXEMBOURG

KONISHIROKU PHOTO INDUSTRY CO. LTD.

NOTICE TO EDR HOLDERS

NOTICE IS HEREBY GIVEN that copies of the Semi-Annual Report covering the six months to October 20, 1983 of the above Company are available at the offices of The Depositary, The Chase Manhattan Bank, N.A., Woolgate House, Coleman Street, London EC2P 2HD, or at Chase Manhattan Bank Luxembourg S.A., 47 Boulevard Royal, Luxembourg, or at Kredietbank S.A. Luxembourgeoise, 43 Boulevard Royal, Luxembourg.

THE CHASE MANHATTAN BANK, N.A.
London, as Depositary.

February, 1984

SONATRACH
US$60,000,000 Floating Rate Serial Notes due 1991

NOTICE IS HEREBY GIVEN that the Rate of Interest has been fixed at 11 3/16% and the Coupon Amount payable August 17, 1984, against Coupon No. 11, will be US$565.59.

By: CITIBANK, N.A., LONDON
Agent Bank

February 17, 1984

NOTICE TO BONDHOLDERS
NORSK HYDRO A/S 8¼% BONDS 1992

NOTICE IS HEREBY GIVEN that pursuant to Condition 4 of the Bonds, US$2,000,000 principal amount has been purchased by the Company in full satisfaction of the March 1, 1984 redemption instalment.

THE CHASE MANHATTAN BANK N.A.
Principal Paying Agent

February 1984.

CLUBS

LEGAL NOTICES

IN THE SUPREME COURT OF BERMUDA
CIVIL JURISDICTION
1983: No. 74
IN THE MATTER OF
AJAX INSURANCE COMPANY LIMITED
AND IN THE MATTER OF
THE COMPANIES (WINDING UP) ACT, 1977

NOTICE TO CREDITORS
OF FIRST MEETING

NOTICE IS HEREBY GIVEN that a Meeting of the Creditors of the above-named Company will be held at The Chartered Insurance Institute, 20, Aldermanbury, London, EC2 on Thursday, March 15, 1984 at 11.00 a.m. for the purpose of determining whether or not an application is to be made to the Supreme Court of Bermuda for appointing a Liquidator in the place of the Joint Provisional Liquidators.

A. VERBENA DANIELS,
Official Receiver,
Joint Provisional Liquidators.
CHARLES W. KEMPE, JR.,

WORLD VALUE OF THE DOLLAR

Bank of America NT & SA, Economics Department, London

The table below gives the rates of exchange for the U.S. dollar against various currencies as of Wednesday, February 15 1984. The Exchange rates listed are middle rates between buying and selling rates as quoted between banks, unless otherwise indicated. All currencies are quoted in foreign currency units per one U.S. dollar except in certain specified areas. All rates quoted are indicative. They are not based on, and are not intended to be used as a basis for, particular transactions.

Bank of America NT and SA does not undertake to trade in all listed foreign currencies, and neither Bank of America NT and SA nor the Financial Times assume responsibility for errors.

Bank of America, Economics Dept., E.M.E.A. London
Eurodollar Libor as of February 15 at 11.00 am
3 months: 10 1/16 6 months: 10 5/16

SDR1=US$1.04702
Sibor as of February 15 at 11.00 am
3 months: 10 1/16 6 months: 10 5/16

COUNTRY	CURRENCY	VALUE OF DOLLAR
Afghanistan	Afghani (O)	50.60
Albania	Lek	7.0432
Algeria	Dinar	4.9188
Andorra	Fr. Franc	8.3155
	Sp. Peseta	153.95
Angola	Kwanza	30.214
Antigua	E. Caribbean $	2.70
Argentina	New Peso (f)	27.506
Australia	Dollar	1.0664
Austria	Schilling	18.995
Azores	Port. Escudo	134.375
Bahamas	Dollar	1.00
Bahrain	Dinar	0.3769
Balearic Is	Sp. Peseta	153.95
Bangladesh	Taka	25.75
Barbados	Dollar	2.0113
Belgium	Franc (C)	55.1975
	Franc (F)	56.835
Belize	Dollar	2.00
Benin	C.F.A. Franc	415.775
Bermuda	Dollar	1.00
Bhutan	Ind. Rupee	9.2837
Bolivia	Peso	500.00
Botswana	Pula*	1.1561
Brazil	Cruzeiro (8)	1113.00
Brunei	Dollar	2.1298
Bulgaria	Lev	0.9995
Burma	Kyat	7.773
Burundi	Franc	117.189
Cameroun Rp.	C.F.A. Franc	415.775
Canada	Dollar	1.246
Canary Is.	Sp. Peseta	153.95
Cape Verde Is	Escudo	80.00
Cayman Is.	Dollar	0.835
Cen. Africa Rep	C.F.A. Franc	415.775
Chad	C.F.A. Franc	415.775
Chile	Peso (O)	88.10
China	Renminbi Yuan	2.055
Colombia	Peso (O)	92.00
Comoros	C.F.A. Franc	415.775
Congo Pple Rep. of	C.F.A. Franc	415.775
Costa Rica	Colon	43.40
Cuba	Peso	0.8682
Cyprus	Pound*	1.7724
Czechoslovakia	Koruna (O)	6.60
Denmark	Krone	9.82
Djibouti Rp. of	Franc	174.952
Dominica	E. Caribbean $	2.70
Domin. Rep	Peso	1.00
Ecuador	Sucre (O)	55.52
	Sucre (F)	89.80
Egypt	Pound* (O)	1.4286
	Pound*	1.221
El Salvador	Colon	2.50
Eq'tl Guinea	Ekuele	307.90
Ethiopia	Birr (O)	2.0233
Faeroe Is'd	Dan. Krone	9.82
Falkland Is'd	Pound*	1.434
Fiji	Dollar	1.0411
Finland	Markka	5.789
France	Franc	8.3155
Fr. C'ty in Af	C.F.A. Franc	415.775
Fr. Guiana	Franc	8.3155
Fr. Pac. Is'd	C.F.P. Franc	151.191
Gabon	C.F.A. Franc	415.775
Gambia	Dalasi	2.7894
Germany (E)	Ostmark (O)	2.695
Germany (W)	Mark	2.695
Ghana	Cedi	30.00
Gibraltar	Pound*	1.434
Greece	Drachma	101.38
Greenland	Dan. Krone	9.82
Grenada	E. Caribbean $	2.70
Guadaloupe	Franc	8.315
Guam	U.S. $	1.00
Guatemala	Quetzal	1.00
Guinea Bissau	Peso (2)	80.2793
Guinea Rep	Syli	23.5767
Guyana	Dollar (9)	3.75
Haiti	Gourde	5.00
Honduras Rep	Lempira	2.00
Hong Kong	Dollar	7.78
Hungary	Forint (4)	46.479
Iceland	Krona	29.42
India	Rupee (3)	9.2837
Indonesia	Rupiah	994.00
Iran	Rial (O)	88.1549
Iraq	Dinar	0.3109
Irish Rep	Punt*	1.1433
Israel	Shekel	128.745
Italy	Lira	1665.00
Ivory Coast	C.F.A. Franc	415.775
Jamaica	Dollar (o)	3.17
Japan	Yen	233.63
Jordon	Dinar	0.3703
Kampuchea	Riel	n.a.
Kenya	Shilling	13.7697
Kiribati	Aust. Dollar	1.0664
Korea (Nth)	Won	0.94
Korea (Sth)	Won	796.90
Kuwait	Dinar	0.2932
Lao P'ple D. Rep.	Kip	35.00
Lebanon	Pound	6.08
Lesotho	Loti	1.2346
Liberia	Dollar	1.00
Libya	Dinar	0.2961
Liechtenst'n.	Sw. Franc	2.208
Luxembourg	Lux. Franc	55.1975
Macao	Pataca	8.0873
Madagascar D. R.	Franc	501.508
Madeira	Port. Escudo	134.375
Malawi	Kwacha	1.3541
Malaysia	Ringgit	2.3374
Maldive Is.	Rufiyaa (O)	3.93
	Rufiyaa (M)	7.05
Mali Rp	Franc	851.55
Malta	Pound*	2.2599
Martinique	Franc	8.3155
Mauritania	Ouguiya	57.03
Mauritius	Rupee	12.1647
Mexico	Peso (Free)	167.75
	Peso (cont'd)	149.83
Miquelon	Fr. Franc	8.3155
Monaco	Fr. Franc	8.3155
Mongolia	Tugrik (O)	3.3555
Montserrat	E. Caribbean $	2.70
Morocco	Dirham	7.95
Mozambique	Metica	41.73
Namibia	S.A. Rand	1.2346
Naura Is.	Aust. Dollar	1.0664
Nepal	Rupee (1)	15.75
Netherlands	Guilder	3.0405
Neth Ant'les	Guilder	1.80
New Zealand	Dollar	1.5193
Nicaragua	Cordoba	10.00
Niger Rp.	C.F.A. Franc	415.775
Nigeria	Naira	0.7107
Norway	Krone	7.688
Oman, Sultanate of	Rial	0.3456
Pakistan	Rupee	13.5878
Panama	Balboa	1.00
Papua N.G.	Kina	0.8584
Paraguay	Guarani (o)	160.00
Peru	Sol	2421.19
Philippines	Peso	14.02
Pitcairn Is	N.Z. Dollar	1.5193
Poland	Zloty (O)	95.49
Portugal	Escudo	134.375
Puerto Rico	U.S. $	1.00
Qatar	Riyal	3.641
Reunion, Ile de la	Fr. Franc	8.3155
Romania	Leu (O)	4.47
Rwanda	Franc	98.0874
St. Christopher	E. Caribbean $	2.70
St. Helena	Pound*	1.434
St. Lucia	E. Caribbean $	2.70
St. Pierre	Fr Franc	8.3155
St. Vincent	E. Caribbean $	2.70
Samoa (Western)	Tala*	1.613
Samoa (Am.)	U.S. $	1.00
San Marino	It. Lira	1665.00
Sao Tome & Principe DR	Dobra	43.2179
Saudi Arabia	Riyal	3.51
Senegal	C.F.A. Franc	415.775
Seychelles	Rupee	6.9096
Sierra Leone	Leone	2.47
Singapore	Dollar	2.1298
Solomon Is.	Dollar	1.2979
Somali Rep	Shilling	15.759
South Africa	Rand	1.2346
Spain	Peseta	153.95
Span. Ports in N. Africa	Sp. Peseta	153.95
Sri Lanka	Rupee	25.28
Sudan Rep	Pound*	0.7692
Surinam	Guilder	1.785
Swaziland	Lilangeni	1.2346
Sweden	Krone	8.024
Switzerland	Franc	2.208
Syria	Pound	3.925
Taiwan	Dollar (O)	40.18
Tanzania	Shilling	12.40
Thailand	Baht	22.975
Togo Rep	C.F.A. Franc	415.775
Tonga Is	Pa'anga	1.0664
Trinidad & Tobago	Dollar	2.409
Tunisia	Dinar	0.7377
Turkey	Lira	312.775
Turks & Caicos	U.S. $	1.00
Tuvalu	Aust. Dollar	1.0664
Uganda	Shilling (1st)	244.10
	Shilling (2nd)	297.60
United Arab Emir.	Dirham	3.6727
Utd. Kingdom	Pound Sterling‡	1.454
Upper Volta	C.F.A. Franc	415.775
Uruguay	Peso	46.75
USSR	Rouble	0.7945
Vanuatu	Vatu	101.431
Vatican	Lira	1665.00
Venezuela	Bolivar (5)	5.15
	Bolivar (6)	9.93
	Bolivar (7)	12.89
Vietnam	Dong (O)	9.9127
Virgin Is. Brit	U.S. $	1.00
Virgin Is. U.S.	U.S. $	1.00
Yemen	Rial	5.00
Yemen PDR	Dinar	0.3425
Yugoslavia	Dinar	125.677
Zaire Rep.	Zaire	29.804
Zambia	Kwacha	1.6064
Zimbabwe	Dollar	1.1805

n.a. Not available. (m) Market rate. * *U.S. dollars per National Currency unit.* (o) Official rate. *(c) Commercial rate. (f) Financial rate.* (1) Nepal: Devaluation of 3.5 per cent, January 11 1984. (2) Guinea-Bissau: Devaluation of 50 per cent. December 28 1983. (3) India: Per 100 Rupees. (4) Hungary: February 7, devalued by 2.31 per cent. (5) Venezuela: Three tier system has developed. This rate is for all essential imports. (6) Venezuela: Non essential import rate. (7) Venezuela: Floating rate for tourists. (8) Brazil: Third adjustment this year, effective January 18. (9) Guyana: January 11, 20 per cent devaluation.

For further information please contact your local branch of the Bank of America.

INTERNATIONAL CAPITAL MARKETS

EUROBONDS

Gulf and Western launches $100m bond

BY MARY ANN SIEGHART IN LONDON

GULF and Western Industries, the U.S. diversified industrial company, *is raising $100m through a five-year* Eurodollar bond led by Kidder Peabody and UBS Securities.

The bond is non-callable and pays a 12⅛ per cent coupon at par. The proceeds will be used for refinancing. The company's two outstanding Eurodollar issues both mature this year.

Despite the company's credit rating – which is only BBB-plus and the lack of activity in the fixed-rate dollar market, the bond was reasonably well received. It traded at a discount of about 1⅜ per cent, just outside its 1¼ per cent selling concession.

The only other new dollar issue of the day came from OKOBank, Finland's central co-operative bank. It is offering $50m worth of eight-year floating rate notes, paying ⅛ per cent over the mean of the six-month London interbank bid and offered *rates at par.*

The issue, led by Manufacturers Hanover with London and Continental Bankers, has the novel feature of having its coupon set four times a year rather than twice. That might be attractive if investors expected rates to rise.

However, the FRN market has $2bn worth of issues from last week to absorb and the bond was given only a lukewarm reception. The *small size of issue and issuer* were said to count against it and it traded at a discount of around its 0.48 per cent total fees.

In West Germany, Sterling Drug has issued its DM 250m. 10-year bond with a 7¼ per cent coupon at par. Led by Commerzbank, the bond traded at a discount of around 1¼ points, within its 1½ points selling concession.

Meanwhile, Mitsubishi Heavy Industry's bond, which has been increased *from DM 200m to DM* 300m, has been given a 3½ per cent coupon at par by lead manager Deutsche Bank. Despite the increase, the bond was still trading yesterday at a small premium to its issue price.

The European Investment Bank has also had a favourable response to its Ecu issue, allowing it to be increased from Ecu 75m to ECU 100m.

British Land's minimum SwFr 100m bond, led by Soditic and Banque Gutzwiller, Kurz, Bungener, has been given a coupon of 6¾ per cent as indicated, but with a price of 99½. The life, however, has been extended from 10 to 12 years.

Nippon Oil is raising SwFr 200m through a private placement and a public issue, both for SwFr 100m and priced at par. The eight-year public bond has an indicated 2¾ per cent coupon, and the five-year private placement, 2 per cent. Credit Suisse is leading the deal.

A weaker U.S. dollar pushed prices up by ¼ point in both Swiss and German secondary markets. The dollar sector, though, closed unchanged in quiet trading.

● After the exodus of Mr David Craig's team from Morgan Guaranty in London, two new appointments have been made. Mr Robert Gray will replace Mr Len Gayler as head of new issues and syndications and Mr Jim Fuschetti will return from New York to fill Mr Gray's former position as head of loan syndications. Mr Willy Breitschmid, meanwhile, has resigned as head trader at Ross and Partners "in order to pursue his own personal business interests."

Unit trust sales hit record

By Clive Wolman in London

SALES of unit trusts in Britain reached a new record in January, pushing up the value of funds under management to £12.549bn ($17.8bn), also a record.

Figures published yesterday by the Unit Trust Association show that total sales of unit trusts in January were £327m, compared with the previous record figure of £250.6m in November. After allowing for repurchases, the net new investment was a record £210.3m.

Three new funds were launched in January, a gilt fund, a fund investing in low risk and highly liquid securities and a Japanese smaller companies fund, boosting the total number of unit trusts authorised in the UK to 633.

Hammerson Canada Inc.

a wholly-owned subsidiary of

The Hammerson Property Investment and Development Corporation plc

has completed its tender offer for all outstanding common shares of

Mascan Corporation

As a result, Hammerson Canada Inc. now owns over 99% of the common shares of Mascan Corporation and intends to acquire the remaining shares through the provisions of the Ontario Business Corporations Act.

The undersigned initiated this transaction, acted as Canadian financial advisor to Hammerson and as dealer-manager of the tender offer.

Wood Gundy Limited

Offices in principal cities across Canada and in New York, Florida, London, Paris, Tokyo and Hong Kong

February 1984

WEEKLY U.S. BOND YIELDS (%)

	Feb 15	Feb 8	1983–1984 High	1983–1984 Low
Composite Corp. AA	12.24	12.21	12.83	10.78
Government:				
Long-term	11.73	11.62	11.93	10.18
Intermediate	11.55	11.41	12.03	9.83
Short-term	10.82	10.73	11.26	9.21
Municipal	9.58	958	10.01	8.72
Industrials AAA	11.88	11.83	12.36	10.51
Industrials AA	12.02	12.03	12.62	10.72
Utilities AA	12.47	12.40	13.05	10.35
Preferred Stocks	11.12	11.25	11.47	10.59

Source Standard & Poor's

Joint announcement by

Liberty Life Association of Africa Limited
("Liberty Life")
(Incorporated in the Republic of South Africa)
and
Liberty Holdings Limited
("Liberty Holdings")
(Incorporated in the Republic of South Africa)

Rights offer of 3 043 266 new ordinary shares of R1 each in Liberty Life at a price of R50,00 per share

1. INTRODUCTION

On 3 February 1984 shareholders were advised of Liberty Life's intention to raise approximately R120 million by way of a rights offer of ordinary shares to the holders of its ordinary and convertible redeemable cumulative preference shares.

The board of directors of Liberty Life now announces that the rights offer will be undertaken on the basis of 25 new ordinary shares of R1 each for every 100 ordinary or convertible preference shares held at the close of business on Friday, 2 March 1984. The new ordinary shares will be issued at a price of R50,00 per share to raise R152,2 million of additional capital. Liberty Life considers the increase of approximately 25% in the amount of capital being raised to be justified in view of the objectives of the issue and the excellent response to the proposed rights offer from institutional investors with whom Liberty Holdings has agreed to place a major portion of its entitlement being approximately 2 million new ordinary shares. This follows upon Liberty Holdings' announced intention to place a portion of such entitlement at a price of not less than the issue price of R50,00 per share with selected institutional investors both in South Africa and in the United Kingdom with a view to broadening Liberty Life's institutional connections and shareholder spread. The balance of Liberty Holdings' entitlement will be taken up by it out of its own resources and the placing will therefore obviate the necessity of Liberty Holdings raising additional capital to follow its full rights entitlement.

The new ordinary shares being offered to Liberty Life's ordinary and convertible preference shareholders (other than Liberty Holdings) have been jointly underwritten by Liberty Holdings and Standard Merchant Bank Limited.

After taking into account the aforementioned placing and assuming full conversion of the convertible preference shares of Liberty Life in issue (but before taking up any underwriting commitment which might arise), Liberty Holdings will own approximately 65% of the issued ordinary share capital of Liberty Life compared to an effective equity interest prior to the proposed rights, offer of approximately 78% computed on the same assumption of full conversion.

The boards of directors of both Liberty Life and Liberty Holdings are firmly of the opinion that the increased public participation in Liberty Life to *a level of approximately 35%, and particularly the involvement of a broad spectrum of South African and United Kingdom institutional investors* is more appropriate to the status of Liberty Life as a listed company on The Johannesburg Stock Exchange and The Stock Exchange, London and will result in enhanced marketability in Liberty Life's shares and other significant advantages to the Liberty Life Group in the future. It is anticipated that in the light of investment opportunities currently available, the investment of the proceeds of the rights offer will have a beneficial effect on the earnings per share of both Liberty Life and Liberty Holdings.

The detailed terms of the rights offer and other information relevant thereto are set out below:

2. TERMS OF THE RIGHTS OFFER

2.1 Ratio of rights offer

For ordinary and convertible redeemable cumulative preference shares held in Liberty Life:

25 new ordinary shares of R1 each for every–
100 ordinary shares; or
100 7,5% fixed rate convertible redeemable cumulative preference shares – Series A; or
100 variable rate convertible redeemable cumulative preference shares – Series B; or
100 7,5% fixed rate convertible redeemable cumulative preference shares – Series C; or
100 7,5% fixed rate convertible redeemable cumulative preference shares – Series D.

For purposes of the rights offer each of the aforementioned convertible preference shares will be regarded as being equivalent to one ordinary share in Liberty Life.

2.2 Price per new ordinary share

R50,00 per new ordinary share.

2.3 Number of new ordinary shares to be offered in Liberty Life

3 043 266 new ordinary shares of R1 each.

2.4 Amount to be raised by Liberty Life

R152 163 300.

2.5 Rights attaching to the new ordinary shares

The 3 043 266 new ordinary shares to be issued by Liberty Life in terms of the rights offer will not participate in the final ordinary dividend for the year ended 31 December 1983 to be declared on or before 23 February 1984 to ordinary shareholders registered as such at the close of *business on Friday, 2 March 1984. The new ordinary shares will in all other respects rank pari passu with the existing issued ordinary shares* in Liberty Life. The first dividend to which the holders of the new ordinary shares will be entitled is the interim dividend in respect of the year ending 31 December 1984 which is to be declared in August 1984 and paid during October 1984.

3. PROSPECTIVE DIVIDEND YIELD FOR 1984

The board of directors of Liberty Life anticipates that, based on past trends and subject to no unforeseen circumstances arising, the prospective dividend yield for the year ending 31 December 1984 on the issue price of R50,00 per new ordinary share will be of the order of 5%.

4. DOCUMENTATION

Applications will be made to the Committee of The Johannesburg Stock Exchange ("JSE") for listings of the renounceable (nil paid) letters of allocation and for the new ordinary shares and to the Council, The Stock Exchange, London ("LSE") for listings of the new ordinary shares (nil paid) and the new ordinary shares (fully paid).

Subject to the granting of the respective listings of the JSE and LSE the rights offer circular to which will be attached a letter of allocation is to be posted to ordinary and convertible preference shareholders of Liberty Life on 8 March 1984.

5. RECORD DATES FOR LIBERTY LIFE

Ordinary and convertible preference shareholders are reminded that the record date to determine those ordinary and convertible preference shareholders who will be entitled to participate in the rights offer is Friday, 2 March 1984, which is also the record date for the purpose of determining those ordinary shareholders who are entitled to receive the final ordinary dividend in respect of the 1983 financial year.

6. PRELIMINARY RESULTS OF LIBERTY LIFE AND DECLARATION OF FINAL ORDINARY DIVIDEND FOR THE YEAR ENDED 31 DECEMBER 1983

The preliminary results of Liberty Life and the final ordinary dividend to be declared for the year ended 31 December 1983 will be published in the press on or before 24 February 1984.

7. PRELIMINARY RESULTS OF LIBERTY HOLDINGS AND DECLARATION OF FINAL ORDINARY DIVIDEND FOR THE YEAR ENDED 31 DECEMBER 1983

In order to co-ordinate the release of the preliminary results and the declaration of the final ordinary dividend of Liberty Holdings in respect of the financial year ended 31 December 1983 with that of its subsidiary, Liberty Life, the preliminary results of Liberty Holdings and the declaration of the final ordinary dividend for the year ended 31 December 1983 will be published in the press on or before 24 February 1984. Accordingly, ordinary shareholders of Liberty Holdings who will be entitled to receive such dividend will be those ordinary shareholders registered at the close of business on Friday, 2 March 1984.

Liberty Life Association of Africa Limited

Liberty Holdings Limited

Donald Gordon
Chairman

Johannesburg
15 February 1984

A1233

CSFB group profits up 26%

By Our Euromarkets Staff

FINANCIERE CSFB, the financial services group jointly owned by Credit Suisse and First Boston, has announced a 26 per cent rise in earnings for 1983 to SwFr 116.2m ($52.8m).

The group includes the London-based merchant bank, Credit Suisse First Boston; White Weld Securities, which trades Eurobonds; and Clariden Bank in Zurich and Geneva.

Consolidated revenues rose from SwFr 193.2m in 1982 to SwFr 234.3m last year and consolidated equity is up 22 per cent to SwFr 376.7m. The dividend rises from SwFr 80 to SwFr 100 per share.

A breakdown of revenues by activity shows that about three-quarters comes from capital raising and trading – that is, the management, underwriting and trading of Eurobonds.

Despite the fact that CSFB was involved in the management of a slightly smaller number of Eurobonds last year than the year before, revenue from capital raising was up by 45 per cent to SwFr 81m. This is a result of two particularly profitable areas last year, floating rate notes and equity-linked issues.

Commenting on the results, Mr John Hennessy, president and group chief executive, said, "It has been a very successful year both in terms of management league tables and the bottom line."

BHF Bank bond average

Feb 16		Previous
99.261		99.031
High	1983-84	Low
102.017		97.699

New directors at Getty Oil

MR ELVIS MASON, who resigned as chairman of InterFirst, the Texas banking group which lost $172m in 1983, has been appointed to the board of Getty Oil. He is one of four outside directors who have been appointed to the Getty board following the Texaco takeover. He is joined by retired U.S. Navy Admiral, Thomas Moorer, Mr Robert Roosa of *Brown Brothers Harriman*, and Mr Thomas Vanderslice, a president of Texaco, and Mr William Weitzel, the group's general counsel, to the board. Six Getty directors remain on the board.

FT INTERNATIONAL BOND SERVICE

The list shows the 200 latest international bond issues for which an adequate secondary market exists. The following are closing prices for February 16.

U.S. DOLLAR STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Australia Comm 11¼ 90	100	99⅞	100⅜	-0¼	-0⅝	11.19
Australia Comm 11½ 95	300	97¼	97¾	+0⅛	0	11.88
Australia Comm 11⅝ 98	100	97⅝	98⅛	+0¼	0	11.92
Bank of Tokyo 11⅞ 90	100	98⅝	99⅛	-0½	+0⅛	12.11
Beneficial O/S Fin 12 91	100	96¾	97¼	+0¼	+0⅝	12.67
Britoil Fin 11⅞ 90	125	99⅝	100⅛	+0⅛	0	11.87
Canada 10⅞ 88	500	98½	99	-0⅛	0	11.20
C.C.C.E. 12⅝ 95	75	100½	100⅝	+0⅛	-0¼	12.53
Citicorp O/S 10¾ 90	100	91⅜	91⅞	-0⅛	-0⅛	12.35
Citicorp O/S 11⅜ 90	100	98⅜	98⅞	+0⅛	+0¼	12.03
Den Norsk Cred 11¼ 93	50	92½	93	0	0	12.68
D N C. 11¾ 91 WW	50	96⅛	96⅞	+0⅛	+0¼	12.53
D.N.C. 11¾ 91 XW	50	95⅜	95⅞	0	0	12.73
Denmark Kingdom 12¼ 93	100	99¼	99¾	+0⅛	+0⅝	12.32
E.C.S.C. 11⅞ 90	75	99¼	99¾	+0⅛	0	11.95
E.D C. 11⅛ 89	150	97¾	97⅞	+0⅛	-0¼	11.78
E.E.C. 11 87	350	98½	99	0	+0⅛	11.41
E E C 12 93	50	99⅝	100⅛	0	-0¼	12.01
E.I B. 11½ 90	200	97⅜	97⅞	+0⅛	+0¼	12.01
Eksportfinans 11½ 90	100	97	97½	0	+0⅛	12.09
Electrolux 10½ 90	50	92¼	92¾	0	-0⅞	12.25
Gen Elec Credit 11 91 WW	200	97⅝	98⅛	0	0	11.46
GMAC O/S Fin 11⅞ 90	100	99½	100	+0⅛	0	11.40
IC Indust Fin 11⅞ 98	75	97	97½	+0⅛	+0½	12.27
Indust Bk Japan 11⅞ 91	100	99⅛	99⅝	0	-0⅛	11.98
ITT Finance 11½ 89 WW	125	99⅜	99⅞	+0⅛	-0⅛	11.57
Japan Air Lines 11 93	75	95⅝	96⅛	+0¼	+0¼	11.73
J.C. Penney 11⅞ 90	100	100⅜	100⅞	0	0	11.70
J. P. Morgan 11⅞ 90 WW	150	98⅞	99⅛	+0⅛	0	11.80
Levi Strauss Int 11 90	75	96⅞	97⅜	0	0	11.63
L.T.C.B. 10¾ 90	100	94	94½	+0⅛	+0⅛	12.08
L.T.C.B. 12½ 90	85	101¾	102¼	+0¼	0	12.01
Macy O/S 11¾ 91	100	99½	100	+0⅛	0	11.79
Mitsubishi Fin 11⅞ 90	100	96⅞	97⅜	+0⅛	+0¼	12.01
Nippon Credit 11 90	100	95⅛	95⅝	+0⅛	+0½	12.07
Nippon Credit 11⅞ 90	100	98¼	98¾	0	+0⅛	12.19
Nippon Telg 11⅞ 90	100	99⅞	100⅜	0	+0¾	11.34
Nova Scotia Pro 11¾ 91	100	96⅞	97⅜	+0⅛	+0⅝	12.38
Ontario Hydro 10⅛ 90	250	93½	94	+0⅛	-0⅛	11.69
Ontario Hydro 11¾ 90	200	99⅝	100⅛	+0⅛	-0⅜	11.69
Pacific Gas & Elec 12 91	75	101¼	101¾	+0⅛	-0⅛	11.66
P.K. Banken 12 90 WW	75	97½	98	-0⅛	0	12.48
Prudential 10⅛ 93 WW	150†	95½	96	+0⅛	-0¼	10.84
Prudential 10⅛ 93 XW	150	90¼	90¾	+0⅛	-0⅛	11.79
Quebec Hydro 11½ 92	100†	97⅞	98⅜	+0⅜	+0½	11.74
Quebec Province 12⅛ 94	150	98⅝	99⅛	+0⅛	+0⅜	12.46
Royal Bk of Can. 11½ 89	100	98⅛	98⅝	+0⅛	+0¼	11.96
Rural & Ind Bk 12 91	50	97⅞	98⅜	+0⅛	-0⅜	12.42
Sears O/S Fin 11½ 88	125	101¼	101¾	0	0	11.06
Sears O/S Fin 11⅝ 91	150	98⅝	99⅛	0	+0¼	11.87
Sears O/S Fin 11⅝ 93	150	98⅝	99⅛	+0⅛	+0⅛	11.88
S.E.K. 11½ 89	100	97¾	98¼	0	0	12.05
Sumitomo Fin 10⅞ 90	100	94⅝	95⅛	0	+0¼	12.05
Texaco Capital 10½ 93	200	94½	95	0	0	11.40
Tokai Asia Ltd 12¼ 91	100	100	100½	+0⅛	+0¼	12.19
World Bank 11⅛ 88	100	98½	99	0	-0⅜	11.58
World Bank 11¼ 90	200	96⅞	97⅜	-0⅛	+0⅛	11.87
World Bank 11½ 90	150	97½	98	0	-0⅝	11.98
World Bank 12 93	200	100	100½	0	-0⅛	11.92

Av. price changes: on day +⅛, on week 0

DEUTSCHE MARK STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Allied Chemical 7½ 94	125	98⅞	99⅜	-0⅛	-0⅛	7.61
Amca Int'l 8¼ 91	100	99⅞	100⅜	+0⅝	+1¼	8.22
A.N.A.S. 8½ 91	150	100	100½	+0⅝	-0⅞	8.44
Arab Banking Corp 8 88	100	97⅝	98⅜	+0⅛	+0⅛	8.52
Asian Dev Bk 8½ 93	200	100¾	101¼	+0⅛	+0⅛	8.33
Barclays O/S 8⅛ 98	250	101⅞	102⅜	-0¼	+0¼	7.87
Beatrice Foods 7¾ 93	130	102½	103¼	-0⅛	+0¼	7.31
E.E.C. 8 92	200	100½	101	+0⅝	+0⅜	7.87
E.I.B. 8 91	250	100⅛	100⅝	+0⅛	+0¼	7.82
E.I.B. 8 93	200	100⅛	100⅝	+0½	+0¾	7.91
Europarat 8¼ 93	150	100⅛	100⅞	+0⅛	+0¼	8.18
Finland Rep 8 90	150	100⅞	101⅝	-0⅛	+0½	7.74
I.A.D.B 8¼ 93	150	99⅝	100⅛	0	0	8.26
Int Standard Ele 7⅞ 90	100	101⅛	102⅛	+0⅛	+0⅛	7.86
Int Standard Ele 7¾ 93	100	101¾	102¼	0	+0½	7.44
Ireland 8⅝ 91	150	100⅝	101⅛	-0⅛	-0⅛	8.45
L.T.C.B. 8 90	100	101	101½	0	0	7.73
Mogal Fin 8¼ 94	150	98¾	99¼	+0⅛	+1	8.48
O K.B. 7½ 88	100	99⅛	99⅝	+0½	+0⅜	7.65
Reynolds O/S Fin 7⅞ 94	125	99¾	100¼	+0⅛	+0⅜	7.58
Sth Africa Rep 8½ 91	200	101¾	101⅞	+0⅛	+0¼	8.28
S.N.C.F. 8⅛ 93	100	99⅞	100⅜	0	+0⅛	8.08
VEBA Int Fin 4 93 WW	300	129⅞	130⅜	+2⅛	+3	0.79
VEBA Int Fin 4 93 XW	300	77⅝	78⅛	-0⅛	-0⅛	7.22
World Bank 7⅞ 89	300	101⅛	101⅝	+0⅜	-0⅛	7.52
World Bank 8 93	300	99⅞	100⅜	-0⅛	+0½	7.97

Av. price changes: on day +⅛, on week +½

SWISS FRANC STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Bank of Tokyo 6 91	100	102	102¼	-0½	0	5.64
Denmark 6¾ 91	100	103	103¼	+0⅜	+0⅛	5.83
E.E.C. 6 93	100	101¼	101½	+0⅜	+0¼	5.80
Elec Power Dev 5⅝ 93	100	100⅜	100⅝	+0⅛	-0½	5.56
Europarat 6⅛ 93	100	100⅞	101¼	+0¼	-0⅛	5.98
Ind Fund Fin 6¼ 91	40	101	101¼	+0¼	0	6.05
Int-Am Dev Bk 6 93	100	100¼	100½	+0¼	0	5.94
Ireland 6½ 93	80	102⅝	102⅞	+0⅝	-0¼	6.11
Japan Dev Bk 5⅞ 93	100	101¾	102	-0¼	-0¼	5.61
Jap Highway Pub 5⅝ 91	100	101¼	101¾	0	+0⅝	5.38
Kansai Ele Power 6 91	100	102¾	103	0	+0⅝	5.51
Manitoba Prov 5½ 93	100	101⅝	101⅞	-0⅛	-0¼	5.26
Mont Blanc Tunl 6⅞ 93	35	102½	102¾	0	-0½	6.80
Mount Isa Finance 6 93	100	102½	102¾	-0¼	-0¾	5.63
Mtg Bk Denmark 6⅛ 91	80	101¾	102	-0½	-0½	5.93
New Brunswick 5¾ 93	100	102¼	102½	0	+0¼	5.42
Nippon Tel & Tel 5¾ 93	100	102½	103	-0⅜	-0¾	5.38
Nisshin Steel 6¼ 91	100	101¾	102	+0¼	+0½	5.82
Osterr Post 6⅛ 91	100	103¼	103½	-0¼	-0½	5.55
Quebec Province 5⅝ 93	100	100⅝	101	+0⅛	-0¼	5.50
Shikoku Elec Power 6 91	100	102	102½	-1	+0⅛	5.63
Soc Lux Cent 5⅞ 93	100	99¾	100	0	+0⅝	5.76
Sumitomo Heavy Ind 6 91	100	101¼	101½	-0¼	+0¼	5.77
Tokyo Elec Power 5⅞ 91	100	103½	103¾	+0½	+0⅝	5.28
Triac Corp 6⅛ 93	100	101	101¼	0	+0¼	5.96

Av. price changes: on day 0, on week 0

YEN STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
Australia 8⅝ 92	15	107⅝	108⅜	0	+0½	7.33
E.I.B 8⅛ 92	15	103¾	104½	0	+0⅛	7.55
Int Am Dev Bk 7⅞ 93	15	102⅞	103⅝	0	+0⅛	7.48
New Zealand 7⅝ 89	15	103⅝	104¼	0	-0⅛	6.73
World Bank 7⅝ 93	20	102½	103¼	0	+0⅛	7.20

Av. price changes: on day 0, on week +⅛

OTHER STRAIGHTS	Issued	Bid	Offer	Change on day	Change on week	Yield
British Col Hyd 12 93 CS	125	97⅝	98⅛	0	-0⅝	12.37
Brit Col Tel 12¼ 99 CS	78	99	99½	0	-0⅛	12.36
E.I.B. 12⅛ 91 CS	80†	98	98½	0	-0⅛	12.46
Loblaw 12½ 90 CS	35†	97⅞	98⅜	0	0	12.81
Montreal City of 12 90 CS	50†	98⅛	98⅝	+0⅛	0	12.34
Royal Trstco 12⅝ 88 CS	50†	101¼	101¾	+0⅛	0	12.15
World Bank 12¼ 90 CS	75†	100⅜	100⅞	-0⅛	-0⅜	12.07
CIE Bancaire 11 90 ECU	37	99¼	100	+0⅛	+0⅛	11.05
SDR France 11⅞ 85 ECU	20	101⅞	102⅜	0	0	11.34
Algemene Bank 8¾ 88 Fl	150	102¾	103¼	0	+0¼	7.97
Amro Bank 8¾ 88 Fl	100	102¾	103¼	+0¼	+0¼	7.84
Bank Mees & Hope 9 88 Fl	75	103⅛	103⅝	+0⅛	+0⅝	8.07
Ned Middenstandbk 9 88 Fl	100	102⅜	102⅞	0	0	8.28
Rabobank 9 88 Fl	100	103¼	103¾	+0⅜	+0⅜	8.08
World Bank 9 88 Fl	100	103½	104	+0⅜	+0¾	7.96
O.K B. 14 88 FF	400	101⅝	102⅝	0	0	12.73
Solvay & Cie 14⅞ 88 FF	200	102⅞	103⅜	0	-0⅛	13.04
B F.C.E 11½ 88 £	50	100⅛	100⅝	0	+0⅛	11.35
CEPME 11⅛ 95 £	35	104¾	105¼	+0¼	+0⅜	10.49
CIBA-Geigy Int 6¾ 93 £	25	101½	103	+0½	+0⅛	6.43
Commerzbank 11½ 90 £	25	99⅛	99½	0	+0⅜	11.59
E E.C. 11¾ 94 £	50	99⅝	99⅞	+0⅛	+0⅜	11.57
E.E.C. 11⅞ 93 £	50	101	101½	0	0	11.63
Fin For Ind 10½ 90 £	20	95	95½	0	-0⅛	11.58
Finland Rep 11⅞ 88 £	50	101⅞	102⅜	0	+0⅛	11.18
Gen Elec Co 12½ 89 £	50†	101	101¾	0	+0¼	12.12
L.I.I. 10¾ 93 £	25	95⅜	95⅞	0	-0¼	11.58
L.I.I. 11½ 91 WW £	50†	100¼	101¼	0	0	11.33
Int Stand Ele 11⅛ 89 £	50	98¼	98¾	+0⅛	+0⅛	11.53
Norsk Hydro 12 90 £	30	102⅜	103⅛	0	0	11.22
Sweden 11⅛ 93 £	50	98⅛	98⅞	+0⅛	0	11.49
Swed Exp Cred 11⅛ 88 £	30	99½	100	-0⅛	+0¼	11.28
World Bank 11⅛ 88 £	100	99¾	100⅛	0	-0½	11.16
Eurofima 10 91 LuxFr	600	98⅝	99⅝	-0¼	-0¼	10.15
Europarat 10¾ 93 LuxFr	600	99⅛	100⅛	-0⅛	0	10.80

FLOATING RATE NOTES	Spread	Bid	Offer	C.date	C.cpn	C.yld
Allied Irish Bk 5¼ 95	0⅛	98½	98¾	8/6	10.31	10.48
Banco di Roma 5¼ 90	0⅛	99¾	100⅛	7/6	10½	10.50
Belgium 5 2004	0⅛	99¼	99½	9/7	10.31	10.38
Bk of New Yk 5¼ 96 §	0⅛	99¼	99½	12/4	10.06	10.13
Credit Foncier 5⅛ 93	0¼	100⅛	100⅜	8/4	10	9.98
Credit Lyonnais 5¼ 96	0⅛	99¼	99½	18/7	10.19	10.25
Denmark 5¼ 90	3/16	99⅞	100⅛	13/4	10	10.00
Die Erste Oes 5¼ 92	0⅛	99⅝	99⅞	27/7	10⅛	10.20
Dresdner Fin 5⅛ 93 XW §	0¼	99¾	100¼	19/4	9.94	9.94
EAB Fin 5 93 §	0⅛	99⅝	99⅞	28/6	10.69	10.71
E.E.C. 5 90	0⅛	100⅛	100⅜	5/7	10⅜	10.35
Ext Int 5¼ 96†	0¼	98⅝	98⅞	21/6	10.81	10.95
Fst Interstate 5⅛ 95 §	0⅛	99⅜	99⅝	6/3	9.94	9.99
Fuji Int'l 5¼ 98 §	0⅛	99½	99¾	12/7	10¼	10.29
Genfinance 5 94	0⅛	99¾	100	19/7	10⅛	10.14
Grindlays Euro 5¼ 94	0⅛	99⅞	100⅛	1/8	10¼	10.25
GZB 5¼ 96	0⅛	99⅝	99⅞	28/5	10.19	10.21
Hispano 5¼ 95	0¼	98½	98¾	20/4	10	10.14
Kansallis Osake 5⅛ 92	0⅛	99⅝	99⅞	1/8	10⅛	10.15
Nat Bk Canada 5¼ 91 §†	0¼†	98⅛	98⅜	5/7	10.44	10.52
Quebec Hydro 5⅛ 94	0⅛	99⅝	99⅞	19/7	10⅛	10.15
Saitama Int 5¼ 93	0⅛	99¾	100	5/6	10.19	10.20
Sumitomo 5¼ 94	0⅛	99½	99¾	9/8	10⅛	10.16
Sweden 5¼ 2003 §	0⅛	99¾	100	17/5	10.19	10.20

Av. price changes: on day 0, on week -⅛

CONVERTIBLE BONDS	Conv. date	Conv. price	Bid	Offer	Chg. day	Prem
BBC Brown Boveri 4¼ 95	2/84†	100	101	102	+0½	-6.16
Bridgestone Tire 5½ 96	3/82	478	120	121½	-0½	1.10
Canon 7 97	7/82	688.2	228	230	+1⅜	0.45
Daiwa Sec Co 5½ 98	10/83†	481.8	102½	104	-0½	-1.95
Fanuc 3¾ 98	1/84	8142	119¾	120⅝	+2¼	9.80
Hitachi Cable 5⅛ 96	2/82	515	116¾	117¾	+0¼	-1.98
Honda Motor 5¼ 98	6/83	884	116⅝	117⅝	-0⅛	-4.22
Honda Motor 5½ 97	3/83	769.6	133⅝	135⅛	-0⅜	-8.02
Konishiroku Photo 4 98	10/83	673	103	104	+0⅛	2.99
Kyowa Hakko 6¼ 97	2/83	762	114⅝	116⅛	+0⅛	6.38
Minebea Co Ltd. 5½ 98	5/83	667	109⅞	110⅞	0	-0.35
Mitsubishi Electric 5⅛ 98	6/83	386	105	106	0	3.86
Mitsubishi Heavy 4⅞ 99	1/84	263	97⅛	98⅛	+1⅜	2.81
Murata 3½ 99	2/84	2839	119⅝	120⅝	+1⅜	6.54
Nippon Oil Co 5½ 98	4/83	964	109½	110½	+0⅝	4.44
Nissan Motor 5⅜ 98	4/83	708	102⅞	103⅞	+0⅞	0.84
Olympus Optical 6⅝ 97	12/82	1157	105⅝	107⅛	-0⅞	8.52
Orient Leasing 5¼ 98	6/83	2680	104½	105¾	+1⅜	-4.83
Secom 5 98	11/83	2829	159⅝	161⅛	+0⅝	0.47
Yamaichi Sec Co 5 98	6/83	449.5	99⅝	101¼	-0⅛	-2.51
Yamanouchi Pharm'cal 4 90	10/83	1808	98⅛	99¼	-0⅛	27.54
Bridge Oil 4¾ 93 SF	3/84	3.43	108⅞	109⅞	-0⅛	29.45
Nippon Airway 2¾ 94 SF	2/84	254	97½	98½	+0⅛	2.04
Toshiba 2¾ 94 SF	1/84	391	107⅞	108⅞	-0⅛	5.68
Asics 5 92 DM	12/83	529	106¼	107¼	+0¾	10.68
Sum Realty 6¼ 92 DM	2/83	365	123	124	-3¼	-7.87

* No information available-previous day's price.
† Only one market maker supplied a price.

Straight Bonds: The yield to redemption of the mid-price: the amount issued is in millions of currency units except for Yen bonds where it is in billions. Change on week – Change over price a week earlier

Floating Rate Notes: Denominated in dollars unless otherwise indicated. Coupon shown is minimum. C. date – Date next coupon becomes effective. Spread – Margin above six-month offered rate (†† three month. § above mean rate) for U.S. dollars. C.cpn. – current coupon. Cu. yld – current yield.

Convertible bonds: Denominated in dollars unless otherwise indicated. Chg. day – Change on day. Cnv. date – First date for conversion into shares. Cnv. price – Nominal amount of bond per share expressed in currency of share at conversion rate fixed at issue. Prem – Percentage premium of the current effective price of acquiring shares via the bond over the most recent price of the shares.

OVER-THE-COUNTER – Nasdaq National Market

Continued from Page 32

Stock		Sales (Hnds)	High	Low	Last	Chng
Tehcon	.01e	28	10	9½	9¾	-⅛
TndrLv		10	6⅞	6⅞	6⅞	+⅛
TermD s		25	12¼	12	12	
Tesdata		120	5¾	5¼	5¾	+¼
TexFd	t	706	24	23½	23½	
Texon		93	5½	5¼	5¼	
Textne	.25e	48	15	15	15	-¼
Therfd		11	11⅝	11½	11⅝	-⅛
ThdNat	1.62	12	37½	37½	37½	
Thertec		33	3⅝	3⅝	3⅝	
ThouT s		240	22¼	21½	21½	-½
TmeFib		675	9½	9¼	9¼	
Tprary	t	139	6¼	6	6¼	+⅛
Tocom		28	2⅜	2⅜	2⅜	-⅛
TrakAu		210	13⅛	12½	13	-½
TWstEx		23	1⅝	1⅝	1⅝	-⅛
TriadSy		27	12	11½	12	+¼
TrusJo	.36	65	30¼	29¾	30¼	
TBkGa s		41	27⅝	27⅛	27⅝	+⅛
TuckDr		98	9¼	9	9	-¼
TwnCty		87	5½	5¼	5¼	-⅛
U—U						
UTL s		89	15¾	15	15½	-⅛
Ultray s	.06e	176	13½	13½	13½	+⅛
Ungmn		97	13⅝	12⅞	13¼	
Unifi s		53	15½	15	15	-½
UnPlnrs	.60	128	19	18¾	18¾	-¼
UACm s	.10	15	20¼	20	20	-¼
UBColo	1	115	18	17¾	18	
UnEdS		1	9	9	9	
UFnGrp		193	7	6¾	6⅞	
UGrdn	.04e	17	7½	7	7½	
UnSvcL	1	119	26½	25¼	25¼	-1¼
US Ant		122	5¼	5⅛	5⅛	
US Bcp	1	456	23¼	23	23¼	-⅛
US HI s		1871	17⅞	17¼	17⅞	+½
US Sh n	.06e	16	5⅛	5¼	5¼	
US Sur		748	12⅛	11⅞	11⅞	-⅛
US Tr s	1.60	332	38	37	38	
UnTelev		66	13	12⅞	12⅞	
UVaBs s	1.28	6	28⅞	28⅞	28⅞	-⅛
UnvHld		234	4¾	4½	4½	
UnvHlt s		475	10¾	10½	10½	-⅛
UnvPat	t	91	13¼	12¾	13¼	
UrgeC s		372	5¼	5	5	-⅛
V—V						
VLI		295	13⅞	13⅝	13⅝	-½
VLSI		553	11⅞	11	11½	-⅛
ValFSL		3	15⅝	15⅝	15⅝	-⅛
ValNtl	1.16	93	25	24⅞	24⅞	
ValLine	.30e	102	31¼	30¾	31¼	+¼
VanDus	.40	37	13½	13½	13½	-¼
VectorG		448	2	1⅞	2	-⅛
Ventrex		57	9¼	8¾	9	-¼
Veta		636	2⅞	2⅝	2¾	-⅛
Vicorp s	.09	289	15¾	15½	15⅝	-⅛
vjVicTc		1116	1⅛	⅞	⅞	-⅛
VictraS		214	6⅞	6⅝	6⅝	-¼
VideoCp		93	12	11⅞	11⅞	
Viking s		22	11⅞	11½	11½	-½
VisTech		58	13⅞	13¼	13¼	
Voltin s		28	22⅞	22⅞	22⅞	-¼
W—W						
WD40 s	.80	15	20¼	19¾	20¼	+½
WllorTel		174	7¼	6⅞	7¼	+⅛
WshE	1.60	175	15¼	15	15	-¼
WFSL s		x34	19⅞	19¾	19¾	
WMSB		93	12⅛	11¾	11⅞	-⅛
Wavtk s	.44	455	10¼	9¾	10¼	+½
Webb s	.48	31	14¼	13¾	14	-¼
WnCasS	2.68	16	44¼	43⅞	44¼	
WrDgst		212	9⅛	8⅞	9	-⅛
Wettra	.80	851	18½	18⅜	18⅜	
Wicat		124	3⅝	3½	3½	-⅛
Widcom		231	11⅞	11¼	11¼	-¼
Wilmt	1.50	165	32¼	31	31	-1⅛
WiAL s		294	9¼	8⅞	9	
vjWisF		1412	9⅛	8½	9⅛	+⅛
WilsnH	.20	137	14	12⅞	14	+1
Windmr s	.07	299	8⅛	7⅞	8	+⅛
WinnEn		69	6⅞	6⅝	6⅞	+⅛
Winner s		6	12	11⅞	11⅞	
Wornet		5	27½	27½	27½	+⅛
WoodD	.60	319	13¼	12⅞	12⅞	-⅛
WoodL s	1.20	29	42¼	42	42	-¼
Wrtng s	.60	148	22⅞	21⅞	22⅞	+⅛
Writer		276	10½	10¼	10¼	
Wyman	.80	38	29⅞	29¼	29¼	-⅛
X—Y—Z						
Xebec s		354	14¼	13¾	14	-⅛
Xicor		109	14⅞	14¼	14⅜	-⅛
Xidex s		1030	14⅞	14⅛	14⅝	+⅛
YlowFr	.92	979	31⅛	30⅝	30⅝	-1
ZenLbB		3	13⅝	13⅝	13⅝	-⅛
Zentec		37	6½	5½	6¼	
Zondv s	.30	199	15½	15	15½	+⅛

هكذا من الأصل